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'Communism will never rise again' Congress chants 'Boris' as Yeltsin begs for billions

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Yeltsin yesterday made an impassioned speech urging Congress to unlock billions of dollars of Western aid to Russia.

In a powerful performance that won repeated standing ovations and chants of "Boris" from Congress, Mr Yeltsin declared that communism was dead and that it would never emerge again in Russia.

"The world can sigh in relief — the idol of communism, which spread social strife, enmity and unparalleled brutality everywhere, which instilled fear in humanity, has collapsed," he said. "It has collapsed never to rise again. I am here to assure you: We shall not let it rise again in our land."

He announced that Russia had already begun to act on the nuclear arms deal that he had struck with President Bush on Tuesday. "I am formally announcing that, without waiting for the treaty to be signed, we have begun deat-

vating SS18 missiles targeted on the United States. The two leaders had agreed to eliminate the missiles by 2003 at the latest.

Mr Yeltsin promised that Russia would never tell any more lies, either to its own people or to other countries, and he invited the world to study for itself the "dark pages" of the former Soviet Union's archives.

In the emotional high point of his historic speech, the first by a Russian or Soviet leader to both houses of Congress, Mr Yeltsin departed from his prepared text to protest vehemently that congressmen were threatening to hold up a multi-billion dollar American aid package for Russia until American servicemen who had been transferred to Soviet labour camps during the Vietnam war had been accounted for.

The Russian president, who had astonished Washington by disclosing the transfers on Monday, complained that he was being penalised for his honesty. "I don't understand you," he said, as he promised to investigate every document in every archive. "If one American has been detained in my country and can still be found, I will find him. I will get him back to his family," he declared to the most thunderous ovation of his speech.

The freedom support act, which covers America's contribution to a \$24 billion (\$12.9 billion) international assistance programme, has also been stalled by congressional reluctance to put foreign aid before pressing domestic needs in an election year.

Mr Yeltsin urged Congress to reconsider, and accused it of continuing to treat Russia with "obsolete standards". He pointed out that Russia had complied with American wishes on issues as diverse as Cuba, Afghanistan and demilitarisation. John McCain, the Republican senator who had led demands for the postponement, said after the speech that he had "changed his mind".

The Russian president told Congress that even the best intentions died "if they were not translated into a multitude of everyday jobs". He

recalled American military intervention during the second world war and said that the aid package could be the first step towards Washington's financial intervention to secure global peace.

He also pointed out that Bolshevism had risen from a devastated country with a paralysed economy. "This must not be allowed to happen again," he said. "There will be no second try. The reforms must succeed."

Mr Bush vigorously supported Mr Yeltsin's efforts and announced most favoured nation trading status for Russia, so that its exports would be subject to minimal American tariffs. Appearing with Mr Yeltsin at a business meeting, Mr Bush argued that although it was a "tough time politically", America would benefit immeasurably from helping Russia now. He urged the 200 or more corporate executives to invest in Russia "on a vast scale, measured in billions of dollars".

Late yesterday the two leaders were due to sign various trade, tax and investment treaties to facilitate such ventures. They were also planning to sign a "Washington charter" proclaiming a new course of partnership and co-operation and a far-reaching accord on space projects.

Several joint business deals were announced and a joint business committee, comprising 40 senior American and Russian government officials, was established. Mr Yeltsin urged the American private sector to invest in "the unique and untapped" Russian market. "Do not be late," he said.

In London last night Tam Dalyell, Labour MP for Linlithgow, called for the declassification of information on Britons taken prisoner during the Korean war. He told Channel 4 News that Mr Yeltsin's revelations on American prisoners had made it vital for the government to act. During the Korean war about 20,000 United Nations prisoners are said to have been in enemy hands and at least 80 British prisoners are still unaccounted for.

Maxwell man goes

Ernest Bunting, a long-time lieutenant of Robert Maxwell, stepped down as chairman of Mirror Group Newspapers last night after a boardroom coup. The company's finance director, Lawrence Guest, has resigned from the group while Mr Bunting will remain a non-executive director until the annual general meeting next month.

In Vaduz, Liechtenstein, the trustee of the secretive Maxwell Foundation said that Maxwell's son, Kevin, would "never get a cent out of the organisation" because its charitable status forbids it. Werner Keicher, the sole executive trustee, said he had a moral obligation to help the 32,000 Maxwell pensioners who have lost more than £450 million. Page 19

Holiday jams

"Horrible delays" throughout Europe await British holidaymakers during the summer peak because of overcrowding in the continent's air traffic control system. Page 2

'Doctor' jailed

Muhammad Saeed, who practised as a family doctor for 30 years without medical qualifications, was sent to prison yesterday for five years. Page 3

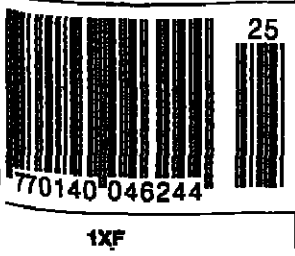
Snow indoors

Planning permission has been granted for an indoor snow centre, including a man-made glacier, on a tennis site near the proposed Channel tunnel station. Page 7

Homecoming

The two German aid workers, Heinrich Strubeig and Thomas Kempner, who were the last Western hostages being held in Lebanon, arrived at Cologne yesterday. Page 13

INDEX	
Births, marriages, deaths	16
Crossword	18
Letters	15
Obituaries	17
Parliament	8, 9
Science	31-36
Weather	18
PAGE & TIMES	
Art	2, 3
Books	5
Concise Crossword	21
Law Report	20
TV & radio	22



Long memories: Jim Leng, a keeper, getting close to an Indian elephant

Zoo seeks a home for every animal

BY DAVID YOUNG
AND JILL SHERMAN

LONDON Zoo is to close at the end of September, a victim of rising costs and falling numbers of visitors which have left it with an annual deficit of £2 million.

The Zoological Society of London said yesterday that 300 staff will lose their jobs at the end of September and work will now start to find homes for the mammals, birds, reptiles, fish and insects. The society hopes that homes will be found for all the animals in other zoos in Britain or abroad and that no animal should have to be put down.

The decision leaves London as the only European capital without a zoo, but research work and the society's library and archives will remain in London. Whipsnade, in Bedfordshire, the society's country park, will take over Britain's main breeding programme for endangered species. Whipsnade has benefited from a programme of improvements and last year



the number of visitors increased by 30 per cent.

Sir John Chapple, president of the society, said: "We set out at the start of this season with high hopes of maintaining a break-even budget which would have enabled the zoo to stay open beyond September 1992."

"We have not been achieving our visitor targets and it has not been possible to maintain the break-even budget on our own. Sadly, the closure of London Zoo is now the only option facing us that will ensure the survival of the zoo."

Continued on page 18, col 3

Disappearing world, page 14

Leading article, page 15

GPs fight 24-hour care rule

BY JEREMY LAURANCE
HEALTH SERVICES
CORRESPONDENT

DOCTORS' leaders want to end GPs' responsibility for providing 24-hour care for their patients. The notion of an individual doctor being responsible round the clock for an individual patient, which has held sway since the National Health Service was founded in 1948, is now "outdated", they say.

In a motion for debate at the British Medical Association's annual conference of GPs next week, GPs' leaders propose that responsibility for out-of-hours care be given to Family Health Services Authorities, which would recruit doctors to do the work.

At present, GPs provide cover outside "normal" hours (8am to 7pm on weekdays and 8am to 1 pm on Saturdays) by doing the work themselves, operating a rota with colleagues or contracting out some work to a deputising service that sends a doctor in their place. They remain responsible for treatment given in their name.

However, discontent about

Tory Euro rebels launch ERM attack

BY ROBIN OAKLEY AND NICHOLAS WOOD

THE government last night set out to scotch attempts by Tory rebels to open a second front in the European battle by seeking British withdrawal from the exchange rate mechanism. Norman Lamont, the Chancellor, insisted that whatever the outcome of the referendum on the Maastricht treaty in Ireland today and in France in September, the British government would not deviate from its tough anti-inflationary policy within the ERM.

Mr Lamont told businessmen in Surrey: "The political debate about the Maastricht treaty does not alter in any way either the objectives or the operation of monetary and fiscal policy in Britain. Whether or not a single currency is eventually created, there will be no change whatsoever in our firm determination to pursue policies that will enable us to fulfil the economic convergence conditions set out in the treaty we helped to negotiate in Maastricht."

Downing Street is determined to scotch a new effort by Tory Euro-sceptics to use the Maastricht treaty row to create turbulence over the

Tory pulses race, page 9
Irish vote, page 10
Kohl ultimatum, page 11
Letters, page 15
Comment, page 23

Cunningham defends Labour's campaign

BY PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

A STRONG defence of Labour's election effort and of key advisers who have been accused in some sections of the party of taking it over is made today by John Cunningham, who ran the campaign.

Reprimandations about the campaign, on the eve of today's formal inquest into Labour's fourth election defeat in succession, burst into the open yesterday in a public dispute between John Prescott and Dr Cunningham.

In *The Times* today, Dr Cunningham says that Labour failed because it appeared to be too much of a risk and created insufficient confidence to convince voters. He says that Labour must make

Party row, page 9
Why Labour lost, page 14

Italians erupt as Big Macs threaten Pompeii

FROM JOHN PHILLIPS
IN ROME



Tourist draw: the ruins of ancient Pompeii

ITALIAN environmentalists are up in arms over the forthcoming opening of a McDonald's hamburger restaurant for the four million tourists who visit the Roman ruins at Pompeii each year.

The fast-food parlour is to open next week in premises about 100 yards away from the main entrance to the city buried in AD79 by an eruption of Vesuvius. Architects who designed the restaurant with seats for 140 people say its pillars and marble decorations reflect the style of a classical Roman temple.

The plan has outraged Neapolitan conservationists, who recently led a campaign to prevent a McDonald's from opening outside the San Carlo opera house. "I don't believe the tourist fascinated by ancient history is interested in fast food," said Guido Donatone, president of the local branch of the

pressure group, Italia Nostra. "This is not the way to respond to the needs or tourism. We fought and won against the opening of McDonald's in the Piazza San Ferdinando, in front of San Carlo. I can't imagine how we can accept a similar disgrace: 100 yards from the entrance to the archaeological ruins."

McDonald's has been given a nine-year lease on the premises in a four-storey building owned by a Roman Catholic sanctuary. The administrator of the sanctuary, Mgr Pietro Cangiani, said he saw nothing untoward in the plan. "Certainly this may not please some people but nobody will be obliged to go inside. All services necessary must be assured for the four million tourists who come to Pompeii each year."

One of the three architects who designed the restaurant, Giancarlo Scognamiglio, said: "We hope the result does not betray the spirit of the place." He said the floor of the restaurant

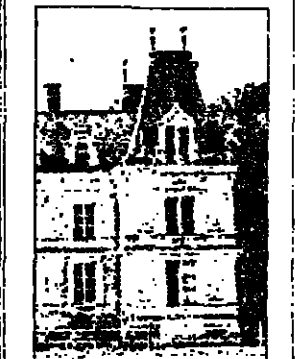
would be dark grey, the same colour as the volcanic rock covering the dead city. "We wanted to evoke the architecture of the classic Roman temple. There is no contrast with the archaeological landscape."

McDonald's could in principle be forced to close the restaurant in Pompeii as early as August. The Italian constitutional court has said it will decide within two months whether to approve an appeal by McDonald's against the law of June 15 1988 that allows municipal councils to ban the opening of fast-food restaurants in historic city centres.

Italian newspapers joined in the chorus of protests over the Pompeii restaurant. The *Corriere della Sera* of Milan lamented the prospect of "tourists and pilgrims gorging themselves on sandwiches full of ketchup and mayonnaise" and noted that the enterprise "does not lack the blessing of the church".

TODAY IN THE TIMES

CHATEAU ON A SHOESTRING



How to live cheaply like a lord, take a free trip and win a Parisian break with Passport to France Life & Times Page 4

MUSEUM OF THE CHILD



Eureka is a place in Halifax reflecting the world according to the young Life & Times Page 1

OUTPOSTS OF EROTICA



Jane March, once a model from Pinner, plays the leading role in the French film, *The Lover* Life & Times Page 3

Summer Sale for Music Lovers



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Holiday jet passengers heading for severe delays

By HARVEY ELLIOTT, AIR CORRESPONDENT

BRITISH holiday-makers face severe delays throughout Europe during the summer because of over-crowding throughout much of Europe's air traffic control system.

The Civil Aviation Authority has written to all airlines warning them of the long delays. The International Air Transport Association has told its member airlines that air traffic control has "reached breaking point".

A combination of understaffing, traffic growth, the closure of Yugoslavian airspace, popular events in Spain and inadequate equipment in Eastern Europe has overloaded the system's ability to cope. Delays are already building up even before the peak travel period.

The CAA has sent a senior air traffic controller to the Euro-control centre in Brussels to try to find alternative routes for the thousands of British holiday flights which will be heading for the Mediterranean. Many routes are, however, already seriously congested and some flights are being delayed for up to four hours.

An International Air Transport Association report says that May "closely resembled or even exceeded the bad situation of last year. It is particularly worrying that on Friday May 22 the air traffic flow management system reached breaking point".

IATA believes that, in spite of the recession, air traffic movements this year will be about 10 per cent higher than in 1990. The association argues that, if safety is to be maintained, the only solution is to keep aircraft on the ground to deal with over-crowding in the air.

The CAA has spent millions of pounds on improving its own air traffic control systems. The rapid increase in flights, however, has meant that the main air traffic control centre at West Drayton is itself often close to saturation.

Flights to Spain are expected to be particularly badly affected at the height of the summer. Hundreds of additional flights will be heading to the Olympic Games in Barcelona and to Expo in Seville.

Italy is also near breaking point, as flights to Greece, which would normally have crossed Yugoslavia, are redirected over Italian airspace. Attempts to re-route some flights over Hungary are being thwarted by the lack of modern air traffic control equipment in eastern Europe generally.

Staffing shortages and the ever-present threat of industrial action by overworked controllers are adding to the problems. An estimated 600 additional controllers are needed to cope with the flow of air traffic throughout Europe.

"We are dealing with the problem day to day, re-routing where we can," an official of the CAA said.

The delays are adding heavy costs to the airlines as their schedules are thrown into chaos and additional fuel is burned by aircraft waiting to get into the air. Airlines are already struggling to make profits under the impact of the recession.

TB cases rise in Europe

By NIGEL HAWKES
SCIENCE EDITOR

TUBERCULOSIS, once on the verge of elimination in Europe and North America, is making a comeback, the World Health Organisation said yesterday.

There are now 400,000 new TB cases and 40,000 TB-related deaths in industrialised countries every year, mostly among the old, ethnic minorities, migrants and people infected with HIV. Several European countries have had sharp increases, with cases in Ireland up by almost a fifth between 1988 and 1990, and Switzerland recording a 33 per cent rise between 1986 and 1990. Britain had only a 2 per cent rise between 1987 and 1990.

Until the mid-1980s TB was declining in industrialised countries, but the trend has reversed as a result of HIV-infection, increased migration from countries where TB is still common, and reduced public funding for TB control, the organisation says. Globally, there are more than eight million new cases every year and three million deaths, with 96 per cent of the cases occurring in the Third World.

Aids is mainly responsible for the upsurge in TB cases in the United States. In Spain, Italy and France, the Aids virus also played a big role in the increase in TB cases.



School's out: break time at Geoffrey Chaucer school. Its head dismisses urban schools "wail" image

Head rejects inner-city 'hit squads'

AS POLITICIANS and unions rattled sabres yesterday over proposals for a national task force on inner-city schools, it was business as usual for Michael Read, head teacher of Geoffrey Chaucer School in Southwark, south London.

Half the school's children come from one-parent families. Half have parents who are unemployed or work part-time. Ninety per cent live in council accommodation and 40 per cent speak a language other than English at home. It is a formidable list of social constraints, though not one to daunt Mr Read, head for 14 years, who dismissed the patronising image of the "poor little inner-city wail". His school has steadily im-

proved examination performance, smart uniforms and an over-subscribed roll of 800 pupils serving 32 primaries. Teachers in the inner cities had to work harder to counter the culture of graffiti, mugging and anti-authoritarianism, he said. "I don't want my teachers to be social workers but they've got to go to that extra mile in taking time with pupils and helping them with their needs. Classes of thirty worry me in that context."

Mr Read was sceptical about the proposed Whitehall

proving examination performance, smart uniforms and an over-subscribed roll of 800 pupils serving 32 primaries. Teachers in the inner cities had to work harder to counter the culture of graffiti, mugging and anti-authoritarianism, he said. "I don't want my teachers to be social workers but they've got to go to that extra mile in taking time with pupils and helping them with their needs. Classes of thirty worry me in that context."

agency that will rove the inner cities, re-structuring the management and staff of schools where standards are low. "Failures are easy to diagnose, but remedies cost," he said. Struggling schools needed carefully targeted resources: a "package of help, not a hit squad". Many inner-city schools, he said, would consider opting out of local authority control, urged on by the government. "In the present climate, every head is looking at the options and wondering what to tell

GPs seek the end of 24-hour care rule

Continued from page 1
the burden of 24-hour responsibility has been rising among doctors. A BMA survey of 25,000 GPs in March found that nearly three quarters wanted to opt out of the 24-hour commitment.

Ian Bogle, chairman of the BMA's GPs' committee, said that the association was responding to wider social changes. "The aspirations for more time off for leisure or to spend with the family have changed, and the medical profession is no exception,"

he said. The average GP spent six nights and one weekend a month on call. "On six occasions, continuous duty at night is followed by a working day with an inevitable deterioration in performance," he said.

Dr Bogle said that a GP service would always be provided 24 hours a day. "For over 40 years we have provided the same service in the same way," he said. "Our view is that we can provide it in a way that is more manageable from our point of view while giving the public the service they have always had."

In addition to existing options of rotas and deputising services, the BMA proposes that primary care assessment centres, staffed by GPs and nurses and attached to a hospital or health centre, be established on an experimental basis for patients to visit at night. Transport would be provided for patients without their own.

However, Toby Harris, secretary of the Association of Community Health Councils, said: "We are not seeking to make doctors work 24 hours a day but people do look to the practice they are registered with to provide a service."

Hospitals advertise for more patients

By ALISON ROBERTS

A WELSH health authority which has eliminated the bulk of its hospital waiting lists, is advertising for more patients. All those waiting for operations for more than two years have been dealt with and the South Glamorgan authority is now checking that no one has slipped through the net.

Patients who missed appointments or did not press for an operation because they felt better are being asked in local newspaper advertisements to contact the director of planning in Cardiff. He will book them in for priority operations, from adenoids to varicose veins, to be performed by the autumn.

In the year to April surgeons in South Glamorgan exceeded in-patient and day-surgery targets by over 6,000 cases, carrying out 84,737 operations. If none of the missing two-year backlog of patients comes forward they will start on those who have been waiting for 18 months.

John Hanbury, the director of planning, said: "We are very pleased with the progress we have made treating the patients waiting the longest. To make doubly sure we are not missing anyone, we are placing the adverts. It applies

to all patients from warts to open heart surgery."

He said that the swift patient turnover was made possible by new techniques and facilities. Non-invasive "keyhole" surgery and surgical lasers meant that recovery times were shorter. The authority also cited better financial management. Pressure on acute beds had been eased and the number of patients treated per bed had risen.

Mr Hanbury said: "We are not complacent, and we still have to assess the impact of the large number of patients who fail to keep appointments. That aside we are justifiably proud of our results."

There are still 28,000 patients in South Glamorgan who have been waiting a year for surgery, but the authority hopes to reduce the list to 300 by the end of the year. It is working towards a maximum waiting time of three months for all operations by 2000.

The health authority will publish next year's plan in July. Different departments will benefit from funds released by the clearance of waiting lists, the authority said. Specialities such as urology, chiropractic and ophthalmology would find themselves better off.

NEWS IN BRIEF

Drought measures affecting 6.7m

Curbs on the use of water have been extended because of the worsening drought and now affect 6.7 million people, the Water Services Association said yesterday. South West Water announced that a hosepipe and sprinkler ban affecting 120,000 people was being imposed from today in east Devon and the Lyme Regis area of west Dorset.

On Monday Southern Water imposed a full-scale drought order on 600,000 customers in its Kent division, which covers Medway and Thanet. The order bans "non-essential use" of water, including mechanical car washes. The Mid Kent Water Company, which supplies 520,000 people in the Ashford, Maidstone and Canterbury area, has had a similar drought order in force since early May.

Before yesterday's announcement by South West Water, hosepipe and/or sprinkler bans were already being operated by Yorkshire Water (affecting 400,000 people in Humberside), the Cambridge Water Company (250,000), the Essex Water Company (1.4 million), Southern Water (730,000), the Mid Kent Water Company (520,000), the Folkestone Water Company (144,000), the Sutton District Water Company (250,000), the East Surrey Water Company (300,000), the Three Valleys Water Company (2.3 million) and the East Worcestershire Water Company (260,000).

IRA gang 'intended to bomb palace'

Two IRA men who blew up a taxi in central London planned to explode a bomb outside Buckingham Palace, the driver said yesterday. The attack appeared to have been foiled because of the heavy police presence in the area. The cab driver, known only as "Jimmy the Greek", said that the bombers, who held him at gunpoint, had trained their pistols on guardsmen outside the palace before forcing him to drive to the West End, where the car was destroyed. The IRA yesterday admitted carrying out the bombing.

Jimmy, 35, of Enfield, north London, told his employer, Tony Lambrianos, of Lams Car Services in Holloway Road: "We drove along the Mall and they asked me to open the sunroof. I thought they were going to lob a bomb into the palace. They got worried when they saw a couple of soldiers in guardsmen's uniforms. They pointed the guns at the guardsmen and I thought they were going to shoot them. They told me to drive around the roundabout in front of the gates and go back up the Mall."

Trainer shot himself

Will Pearce, the horse trainer, had been visited by a VAT inspector shortly before he shot himself with a shotgun, an inquest at Thirsk, North Yorkshire, was told yesterday. He handed a sealed note to his secretary after the interview on Monday at his yard at Hambleton and then went for a walk. He was later found dead. A verdict of suicide was returned by the jury. Coroner John Cave refused to divulge details of the note, remarking only that it said: "By the time you read this, I'll be dead", but he said that it was "quite clear" what Mr Pearce's intentions were. He was known to be in financial difficulties, though Helen Inskip, his girl friend, told the inquest that he had been no different from usual when she saw him on the morning of his death.

Princess's crash offer

The Princess of Wales, left, last night offered to pay for damage caused to two cars when a driver stopped to allow her out in front of him. The princess, accompanied by Prince Harry, was driving through Wokingham, in Berkshire, when the accident happened. She pulled over and later volunteered to pay for the damage. The cost is not known.

'Free Silcott' protest

Forty demonstrators demanded the release of Winston Silcott as the policemen who brought the case against him appeared at Bow Street magistrates' court, London, accused of conspiracy to pervert the course of justice. Silcott is serving a life sentence for murder. His conviction for the murder of PC Keith Blakelock was quashed by the Court of Appeal earlier this year but he is in prison for the murder of another man. George Silcott said: "My brother is still in prison for another crime he did not commit." Det Chief Supt Graham Melvin and Det Insp Matthew Dingle are charged with conspiring to pervert the course of justice between October 11, 1985, and February 13, 1987. Mr Melvin is also accused of perjury during Silcott's trial. The criminal hearing continues today.

Ulster officer charged

An RUC constable was yesterday charged with murdering a student. Timothy Hanley, 27, appeared before Belfast magistrates charged with the murder of Kevin McGovern, 19, on September 29 last year at Cookstown, co. Tyrone. The charge followed an enquiry by Sir Hugh Annesley, the chief constable, after Mr McGovern was shot dead while walking home from a disco. Mr Hanley denied the charge and was released into police custody to appear again on July 15.

Boy's leg cut off

A 13-year-old boy lost a leg and part of an arm when a game of "train surfing" went wrong yesterday. Michael Swainger, of Hull, was last night in the intensive care unit of the city's Royal Infirmary. The accident happened at the port's King George dock when he and some friends tried to jump on to a train passing a junction at 10mph. Michael lost his hold and fell between the carriages.

Scents of summer

It's that time of year again: strawberries, freshly-mown grass, temper tantrums and the green and purple uniforms of the ball-boys and girls. Wimbledon '92 starts on Monday. Tribute to the heroes. Weekend Times. 16-page pull-out guide. The Times on Monday. All 27,000 places for this year's London to Brighton Bicycle Ride on Sunday may have been snapped up, but it is not too late to dust down your mountain bike. Bicycle polo, paintball and bunnyhopper are just three of the crazes gripping Britain's 4.5 million cyclists. Weekend Times. We continue our glorious region by region tour of. Saturday Review.

France with a guide to Normandy. From half-timbered thatched cottages to the summing chalk white cliffs overlooking the sea, from the salty, white heart-shaped Neufchâtel cheese to the sweet-smelling cider apples, it's hardly surprising the Normans are conquering again. Weekend Times. Britain's growing band of New Age travellers have rejected society for a mythical dream of freedom. What they get is a life of poverty, monotony and police harassment. As they celebrate the solstice, Robert Crompton meets a group of modern day outlaws on the road to nowhere. Saturday Review.

BBC English — as it is spoke

TO JUDGE from the frequent furious letters to newspapers complaining about its mispronunciations and vulgar accents and solecisms, not everybody out there regards the BBC as the ultimate authority on the English language. But it may be for those who take the BBC's shilling, and for the many millions of foreigners who listen to the World Service and its other overseas broadcasts.

For them it is the last word and perhaps the only word they ever hear of "correct" English. The BBC English Dictionary was published specifically for them yesterday, giving a peculiar BBC's-eye view of the language.

Most dictionaries use a wide range of sources of the written word for their data base, topping them up as possible with the spoken word, which is much more ubiquitous, but elusive and regionally variable. BBC English is by definition mostly oral. So the BBC dictionary reverses the procedure of other dictionaries and puts the spoken word first. The COBUILD team of re-

Philip Howard reads warily between the lines of a dictionary with words plucked off the air

searchers at Birmingham University compiled the dictionary in collaboration with linguistics and current affairs people from the BBC. They analysed more than 70 million words of news, current affairs and sports broadcast by the BBC World Service and the National Public Radio of Washington, and fed them into their 150-million-word computerised database of English.

The English that emerges is therefore different from other Englishes. It is BBC-speak, strong on vivid, trendy and slangy spoken words, but not much use for learned words, polysyllables or reading Gibbon. In this special register, "hardware" refers most typically not to hammers and nails but to military equipment. A "plank" usually refers to the most im-

portant element of an idea or policy rather than a long rectangular piece of wood. In BBC-speak, "goalposts" are more likely to be mentioned in a current affairs context than a sporting one. Recommended BBC pronunciations are given, as well as politically correct territorial designations. No Eskimos in this word-book, and Côte d'Ivoire rather than Ivory Coast, if you please.

The typical user of the BBC English Dictionary emerges as someone with a reasonable standard of English, interested in world affairs and in the perspectives given by people from different countries, something of a world citizen, and a keen radio-listener.

BBC-speak is a fine and public register of English. But it would be as big a mistake to take it for the whole story as it was 50 years ago to take the refined old BBC pronunciation, carefully enunciated by chaps in dinner jackets, as the only right way to pronounce English.

BBC English Dictionary, general editor John Sinclair (BBC English and HarperCollins: £14.95)

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Bogus doctor jailed for five years

By PAUL WILKINSON

A MAN who practised as a family doctor for 30 years with no medical qualifications was jailed yesterday for five years. Muhammad Saeed used a copy of the degree awarded in Pakistan to a man with an identical name to win permission from the General Medical Council to practise in Britain.

Judge Geoffrey Baker, at Leeds Crown Court, called him a charlatan and said that it was only the diligence of qualified chemists near his practice in Bradford that had saved his patients from untold harm as the bogus doctor mis-prescribed treatments for them. His remedies were said to have included shampoo to be taken internally, creosote for a tooth complaint and tablets to be rubbed into the skin.

Saeed, 64, of East Bierley, Bradford, had denied four charges of obtaining pay and property by deception from the Bradford area health authority. After two days of deliberations at the end of a five-week trial, the jury members were unanimous in finding him guilty on all four counts.

The judge told Saeed: "You are obviously a man of intelligence, of industry and ability. If you had employed

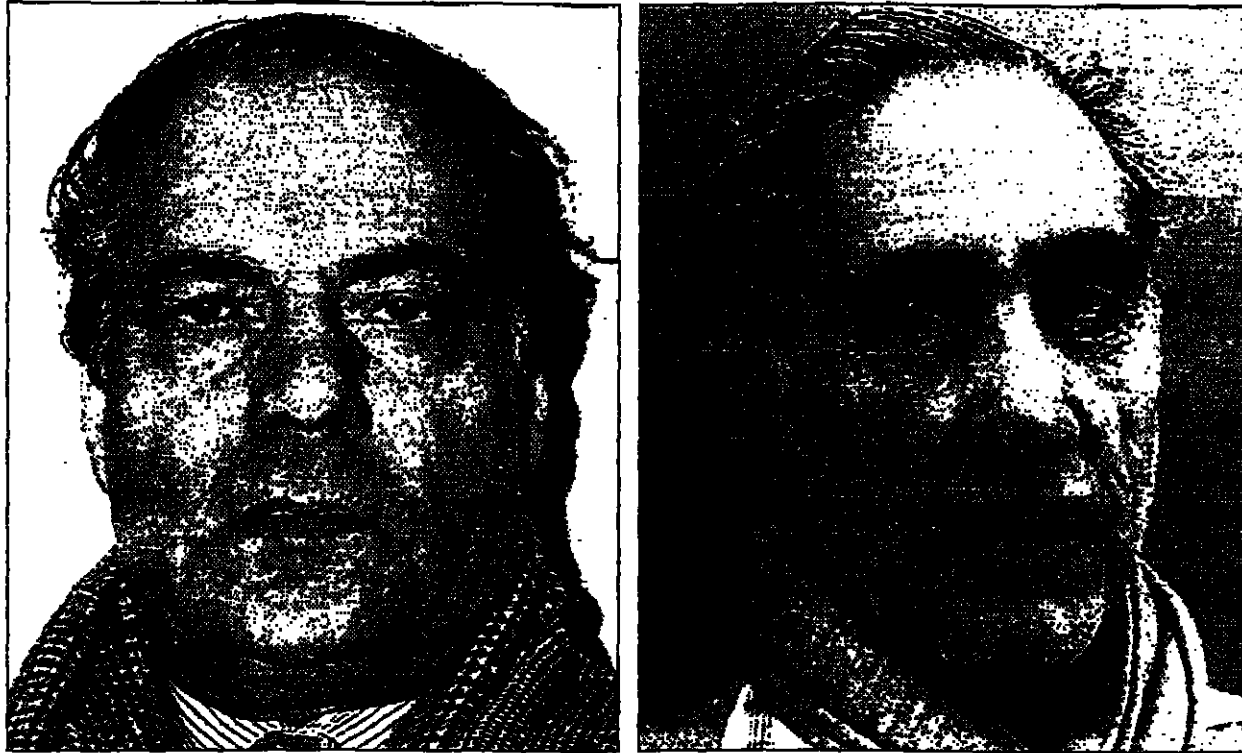
these talents in legitimate pursuits, I have little doubt that you could probably have achieved some high status in some professional sphere, if not medicine. You chose the path of fraud."

He said that Saeed had observed doctors in Pakistan and decided that he could do the job just as well "without the toll of examination which they had endured".

Saeed discovered that there was a qualified doctor of the same name and came to Britain with false documents to hoodwink the GMC, the judge said. "It was a deceit. It was cunningly contrived, skillfully executed and brazenly maintained for three decades."

However, it was a potential danger to his patients. The "diligence and professional competence" of local pharmacists had provided a safety net, the judge said. "They have saved you and many of your patients from the consequences of your charlatanism. If they had not, the results could have been grave."

"If your offence had been solely one of greed, enabling you to enjoy status and a lifestyle to which you are not entitled, that would have been serious enough, but it was more than that. Genera-



Imposter and his namesake: Saeed, left, and the properly qualified doctor whose identity he assumed

tions of patients were at risk from inferior and questionable medical services."

The judge ordered confiscation of Saeed's assets, worth £43,000, towards a compensation claim from his health authority for some of the £450,000 awarded to him in pay since he began to practise in 1961. Execution of the order was suspended pending an appeal against conviction, which Saeed's counsel said would be launched immediately.

Saeed had come to work in Bradford in 1961, moving into a practice in a predominantly Asian section of the city. His lack of qualifications came to light when police investigated other matters.



Saeed's "surgery" in Bradford, where he prescribed shampoo and creosote

Bizarre remedies worried chemists

FOR 30 years, Muhammad Saeed escaped detection as a fraud despite prescribing treatments for his patients verging on the bizarre.

Martin Spicer, who ran a chemist's shop next to the doctor's surgery in Darfield Street, Bradford, logged, in six months, 250 prescriptions that worried him.

They included shampoo to be taken internally by 5ml spoons; kashline and morphine for a seven-year-old and sleeping pills three times a day. Others were a urinary stimulant to be taken at bedtime; cough mixture to be rubbed into the skin; the injection of medication for inhalation; asthma tablets for a sore throat and suppositories to be taken before meals.

Saeed even prescribed drugs that did not appear in any medical calendar.

However, Mr Spicer was given a sharp reprimand when he queried a potentially dangerous prescription. "I'm a bloody good doctor and you are just the chemist," Saeed told him.

Another chemist, Helen Carron, became concerned when the bogus doctor prescribed tincture of creosote for a woman with a sore throat. When she rang to query this, she pointed out that the drug, a relative of the chemical used for weatherproofing wood, was highly corrosive in large quantities and could cause breathing difficulties.

Saeed merely told her to swap it for a throat spray. He also hid his ignorance by absences from his sur-

gery. In 1984, according to Mohammed Mahmood, a former partner, he failed to show up for five months. Dr Mahmood said that when he complained, Saeed, the senior partner, threatened to throw him out. "He was a very arrogant man," Dr Mahmood said.

Saeed made use of the fact that, like him, most of his patients came from Pakistan. Stephen Williamson, QC, for the prosecution, told the court: "If you are in a foreign country and the doctor you visit is a fellow countryman and speaks the same language, you will be very pleased to see him."

Few felt the urge to complain or to query treatment. Saeed obtained permission to practise in Britain in 1960 from the General Medical Council by producing a forged reference and a medical degree awarded to a man with the same name.

In 1957, he had obtained a duplicate certificate of the degree awarded to another Muhammad Saeed, who had graduated from the University of the Punjab. Details of the real doctor's family on the paper had been burned out with a cigarette, but the GMC failed to notice the tampering.

It also was taken in by the reference, allegedly from the S.D. Public Hospital in Pakistan. When police checked what was supposed to be a modern hospital with 160 beds, they found something described by Mr Williamson as "a small dispensary run by an unqualified illiterate".

Parachute stunt ban demanded

By PETER VICTOR

THE father of a young parachutist who leapt to his death from the roof of the London Hilton in Park Lane called yesterday for the sport of "base jumping" to be outlawed. Derek Newton, speaking after the inquest into his son Darren's death, said that the sport, which involves jumping off buildings and towers, was ridiculous and abhorrent.

Darren Newton, 25, of Dartmouth, Devon, was killed after he pitched forward and became entangled in the lines of his parachute while making the 300ft jump. He smashed into the side of the hotel and was dead on arrival at hospital.

Paul Knapman, the Westminster coroner, recorded a verdict of accidental death. He said that Mr Newton and David Claybryn, who completed the jump successfully, were trespassers who had put the lives of others at risk. "Mercifully, no other person was killed. I of course extend every sympathy to the family of Darren Newton."

Mr Claybryn, a plumber, of Ickenham, northwest London, said that the two took a lift to the 22nd floor of the hotel and got on to the roof via a fire exit. With them was a third man, Russell Powell, from Andover, Hampshire, whose job was to remain on the roof.

Mr Claybryn landed safely and ran off to a pub, not knowing that his friend had been killed. Asked by Dr Knapman how he felt about base jumping, Mr Claybryn said: "I've gone off the sport. I'm not too keen on it now. It's a selfish sport."

Halford says her phone was tapped

By RONALD FAUX

ALISON Halford claimed yesterday that a conspiracy at the highest level was mounted against her when she began her action alleging sexual discrimination within the Merseyside police force.

Miss Halford, 52, Britain's most senior policewoman, told an industrial tribunal in Manchester that "special branch" had manipulated files, bugged her office and tapped her telephone. She said the phone-tapping "would appear to involve the Secretary of State himself."

Miss Halford, who is currently suspended on full pay as an assistant chief constable of Merseyside pending disciplinary hearings, was being cross-examined for the first time after giving evidence for 11 days in her claim that she failed to win promotion after nine attempts because of sexual discrimination.

She agreed with John Hand QC, counsel for James Sharples, chief constable of Merseyside, that she had described Sir Kenneth Oxford, former chief constable and a distinguished police officer, as greedy, selfish, indecisive, negative and a walking disaster, and that she had written in her diary in 1989 "It is now open war. I have been honourable and patient long enough. What I need is publicity."

Asked by Mr Hand why she thought she needed publicity, Miss Halford replied: "How else does one bring injustice to light?" She said she believed she had been the victim of "enormous injustice".

Miss Halford was asked whether she would accept that documents that she claimed had been created at a later date were genuine if the secretaries who typed them gave evidence. She said: "It has reached such a state that I would not accept anything coming out of Merseyside police authority." She agreed when Mr Hand asked if she thought there was a conspiracy starting at the highest possible level and ending at secretary level.

Asked whether she regarded herself as a champion of just causes, Miss Halford said: "I didn't until what happened to me became so clear. Then I just decided to be a champion of my own cause."

Mr Hand asked if there was an element in the case in which Miss Halford was advocating the cause of all women in the police service. Miss Halford said that by luck or ill-judgment she became the first woman to be constable. "Whether I liked it or not, that imposes a responsibility on me," she said.

Miss Halford said that by luck or ill-judgment she became the first woman to be constable. "Whether I liked it or not, that imposes a responsibility on me," she said.



Halford: "champion in my own cause"

BBC unveils Olympic plans

By PETER VICTOR

THE BBC will broadcast nearly 250 hours of sport from the Barcelona Olympics at a cost of £13.5 million, it was announced yesterday.

Because the games are being held in western Europe for the first time in 20 years, viewers will be able to see many of the main events live at peak evening viewing times. From the opening ceremony on Saturday, July 25, the BBC will show an average of 16 hours a day from the games on BBC1 and 2 until they end on August 9.

Jonathan Martin, head of BBC TV Sport, said: "I'm sure the fortnight from Barcelona will be a massive attraction and I believe the team we are sending cannot be bettered."

Some £6.5 million of the BBC's budget for the games was spent on the British portion of the £40.5 million total cost of broadcasting rights. ITV chose not to participate and the entire cost is being borne by the BBC.

Mr Martin said he regretted that ITV would not be broadcasting from the games as he would have welcomed the competition. The Olympics would be the highlight of a year of sport on BBC, he said: "Our level of coverage again shows the BBC's commitment to the entire sporting calendar."

More than 500 BBC staff would be flown to Barcelona for the games. Desmond Lynam and Steve Ryder will present the coverage, while David Coleman, covering his eighth summer Olymp-

pics, heads a team of commentators which includes Harry Carpenter, Barry Davies, David Vine and Sebastian Coe.

Bob Wilson will present daily reports and updates on BBC1's Breakfast News. Radio 5 will devote its entire schedule to the games, while the World Service will feature *Barcelona Beat* and *Olympic Sportsworld*.

The BBC has enlisted Gary Lineker, the England football striker, as their roving reporter in Barcelona, where he spent three seasons with the Spanish club, from 1986-9.

Mr Lineker's role was announced yesterday, as the corporation outlined its plans for relaying coverage back to Britain via fibre optic links to the earth communication station at Penedès, just outside Barcelona. From there it will be beamed to BBC Television Centre in Wood Lane, west London, via a Eutelsat satellite 23,000 miles above Europe.



The logo of the 1992 Barcelona Olympics



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THE DAILY TELEGRAPH TUESDAY, JUNE 16, 1992



The wrecked Land Rover, with its roof sheared off, at the foot of the cliff

Coastguards drive over 80ft cliff and survive

By Colin Wright

TWO part-time coastguards escaped with only minor cuts and bruises after reversing their Land Rover over a sheer cliff face and on to rocks in a cove 80ft below.

Mr Graeme Geddes, 20, and Mr Gary Smith, 27, walked away from the wreckage at 2am on Sunday and were rescued.

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Raffles' Ark falls victim to law of the theme park jungle

THE demise of the Ark in the Park, Sir Stamford Raffles' 166-year-old zoo in Regent's Park, was announced only three months after it claimed that it had been saved from extinction.

General Sir John Chapple, president of the Zoological Society of London, said in March that a 35 per cent reduction in the staff payroll and healthy attendance projections had guaranteed that the zoo would remain open. A break-even attendance of 1.2 million was expected for the 1992-3 season, but by yesterday that figure had been reduced to 800,000, with a corresponding annual deficit of £2 million.

With the government refusing to subsidise the zoo, the society was left with no option but to close. The government handed over £25 million during the 1980s, including a one-off final endowment of £10 million in 1988. Yesterday the national heritage department, which took over government responsibility for the zoo from the environment department in April, said that no more was available.

In April, David Trippier,

After 40 years of fighting a fall in visitors, London zoo bowed to the inevitable, writes Michael Horsnell

the former environment minister, welcomed management changes which followed the departure of David Jones as general manager and the appointment of a majority of new members to the society's council. But improved relations between the government and the society could not be translated into hard cash.

It is believed that up to £5 million of the zoo's final handout remains unpaid. When the funding crisis at the 36-acre site developed two years ago, amid fears that animals could be put down, the society said that it would not wait until the last penny was spent before announcing closure. The money will go towards rehoming as many of the remaining animals as possible.

The Save Our Zoo campaign raised more than £2 million, staff redundancies

saved £1.7 million, and up to £10 million was loosely promised in commercial sponsorship, but the society believed that the sums would not be enough to deal with collapsing attendance and the huge repair backlog.

The zoo has been short of cash since 1950, when attendance figures declined from three million. But by the end of the 1970s, visitors were down to 1.2 million a year and no longer provided sufficient income to cover operating costs.

Elephants each cost £15,000 a year to feed, gorillas £14,000, giraffes and rhinos £6,000 and ants £15 each. The koala bears Milly and Billy cost £25,000 each because they eat only fresh eucalyptus, which has to be flown in from north America every week.

In the era of theme parks, the zoo has been unable to compete. For too long the society concentrated on expanding its animal collection, neglecting marketing and revenue-earning areas of catering and shop sales.

Visitors from previous generations would scarcely recognise today's zoo. Satellite tracking of African elephants, audio-visual presentations, discovery centres, animal encounters, and a test of human reaction speed to an imitation striking cobra are all a far cry from Sir Stamford Raffles' original creation.

The earliest residents were a white-headed eagle, a female deer, and Dr Brooks, a griffin, named after its donor. It was William IV's gift of cats which put some bite into the early collection when he closed the royal menagerie in the Tower of London. Transport was a problem for the first giraffes, which had to be led from Docklands through the City to Regent's Park in May 1836.

A few years later, the first hippopotamus, just three days old, was captured by a detachment of the Nubian army and was floated down the Nile on a barge with a retinue of goats to provide it with milk.

Zoo closure, page 1
Daniel Johnson, page 14
Leading article, page 15



Crowd-pullers: elephants might have been a money spinner last century, but now they cost the zoo £15,000 a year each to feed

Heritage officials ponder zoo site's future

Conservationists fear that listed buildings at London zoo may prove hard to adapt for new uses when their animal occupants leave. Rachel Kelly reports

have to sit down with the society and see which buildings they want to keep and which they want to dispose of. There is no guarantee that listed buildings will not be pulled down.

The department would not legally be required to seek consent to demolish the listed buildings, which include the Grade I penguin pool, designed in the 1930s by Berthold Lubetkin, and the Grade II Mappin terraces, once home to the zoo's bears. The Crown has immunity

from planning control for government buildings. However, the department said that it would almost certainly apply for consent from Westminster City Council before any possible demolitions.

Conservationists fear for the buildings. Richard Holder, of the Victorian Society, said: "The problem is that many of these buildings are unique designs specifically for animals. It's difficult to know how they could be adapted for other use."

had a meeting planned with Sir John Chapple, president of the Zoological Society, and the Thirties Society to discuss the issue.

The buildings need repairs that will cost at least £13 million. Repairs have been the responsibility of the Zoological Society under its lease from the Crown, but it has been unable to meet its obligations recently because of its financial difficulties. The government has turned a blind eye, giving the society a breathing space. The heritage department announced yesterday that it will now be responsible for the repairs.

"We estimate that, at today's prices, £15 million worth of repairs are needed," a department spokesman

said. "We have taken on that responsibility, but obviously we will not start repairing buildings till we have decided the future of the site."

Most threatened are the Mappin terraces, which the Victorian Society estimates need £6.4 million of work. They were an early attempt to exhibit animals in more naturalistic surroundings. They were paid for by Mappin & Webb the jeweller. Their design belongs to a Victorian tradition of rockeries of artificial stone.

Other notable buildings include the 1827 raven cage by Decimus Burton his 1830 clock tower and his 1836 giraffe and hippopotamus houses, all of which are listed.



Busier days: crowds at the bear pit in 1873. Attendances have fallen steadily since 1950

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Bar wants US-style plea bargaining

By FRANCES GIBB, LEGAL CORRESPONDENT

THE Bar Council called yesterday for a formal system of plea bargaining in which the judge would indicate the likely sentence to be imposed if a defendant pleads guilty.

The council also called on the Court of Appeal, which in effect has outlawed plea bargaining to date, to issue minimum percentage discounts on custodial sentences where a guilty plea is made.

The far-reaching proposals, which draw on daily practice in American courts, are aimed at cutting the large number of crown court trials resulting from 71 per cent of defendants pleading not guilty and choosing to be tried. Up to 40 per cent of these trials are ultimately aborted because the defendants change their pleas at the last minute, causing massive waste in costs and resources.

The plea bargaining proposal is one of a package of measures outlined in a Bar Council working party report aimed at improving the efficiency of the crown courts and producing a better system for defendants.

Gareth Williams, QC, Bar Council chairman, said: "The

public, defendants, victims and their relatives will all be enormously helped by adopting a rational approach to plea bargaining, something which happens every day of the week anyway."

Robert Seabrook, QC, chairman of the working party that produced the report, said that lawyers were frequently asked by defendants if they could "have a word" with the judge to find out what the sentence might be if they pleaded guilty. Many defendants would plead guilty if they knew that sen-



Williams: system would benefit the public

tence, he said. Instead they "opt to be tried and to take the chance of acquittal by the jury merely because the judge is inhibited from disclosing what the sentence would be. Many would regard this as a complete waste of precious public resources."

The plea bargaining proposal was criticised by Liberty, the civil liberties group, as likely to put "unacceptable pressure on innocent and vulnerable defendants to plead guilty at an early stage for fear of a longer sentence." John Wadham, legal officer, said: "The fundamental principle of presumption of innocence becomes largely irrelevant if the prospect of an increased sentence results in large numbers of defendants not being able to benefit from that principle."

Under the Bar Council's proposals, there would be a formal closed hearing at which the judge would indicate the likely sentence and a minimum reduction of 30 per cent if a guilty plea were made as early as possible. The reduction would be progressively lowered for guilty pleas entered later.



Sounds of silence: Nathalie Joy, left, and Martine Thomas, who play identical twins June and Jennifer Gibbons in the opera *Jumelles*, which opened at London's Place Theatre this week. The twins, who have been in Broadmoor for ten years, live mostly in silence, communicating only with each other

NEWS IN BRIEF

Pools man wins £2.2m with a 54p stake

A world record pools win of more than £2.2 million — for a stake of 54p on Australian matches — was announced yesterday by Littlewoods. The winner, a man from Bourne-mouth, who does not want to be named, was said to be taking a holiday while deciding what to do with his jackpot, amounting to £2,246,113.20.

As he ponders his good fortune, he could be netting £600 a day in interest if his win is invested. "This is incredible, I just can't take in the fact I have won all this money," he was quoted as saying.

The win tops the previous record by more than £100,000 and is the sixth £2 million jackpot paid out by Littlewoods in the past year.

Yacht charge

Thierry Joubat, 21, an unemployed Frenchman with no fixed address in this country, was remanded in custody by magistrates at Penance, Cornwall, yesterday charged with stealing and taking luxury yachts in the West Country. He is also accused of trespass with intent to steal at a club at Romford, Essex, on June 15.

Island school

Highland Regional Council has approved the building of a £243,000 primary school on the island of Muck for just three pupils. The project means the end of lessons in a leaky, corrugated-iron shack.

Singer returns

Luciano Pavarotti has kept a promise to 12,000 fans disappointed when he sang at Sheffield Arena for only 30 minutes because of a throat problem. He is to return on July 27.

Aircraft fright

Jimmy Rigby, 44, who missed death by inches when a locking pin from an aircraft nearly fell on him at Stockport, Cheshire, has been offered a holiday in Cyprus by Caledonian Airlines.

Tebbit recovers

Norman Tebbit, the former Tory party chairman, who is being made a peer, was yesterday comfortable after further surgery on injuries from the 1984 Brighton bombing.

Sit-in ends

Students ended a sit-in at Oxford polytechnic, held in protest at overcrowding and poor library facilities, after being told that governors will discuss their case.

Death enquiry

The army is investigating the death of Lance Corporal Amanda Stead, 26, of Chelmsford, Essex, in a training course accident at caves near Ystradfellte, Powys.

Top jobs guide for women

By RAY CLANCY

A GUIDE aimed at helping women obtain more senior management jobs in the National Health Service was launched in London yesterday.

Realising Potential, a guide offering practical hints on equality and recognising high achievers, is backed by Virginia Bottomley, the health secretary, and women working in the NHS.

Phyllis Cunningham, chief executive of the Royal Marsden special health authority, said the guide would help the NHS achieve targets set in response to Opportunity 2000, the business initiative aimed at increasing the number of women in senior positions.

She said: "At last the rigid, traditional career path whereby the management training schemes were dominated by men is changing." She said the guide would help women to recognise the opportunities available in a more family-orientated NHS.

Caroline Langridge, head of the NHS Women's Unit, said that the service aims to increase the percentage of women in general management posts from 18 per cent at present to 30 per cent by 1994.

She said the recently advertised post of general manager at Kettering General Hospital, Northamptonshire, did not attract a single female candidate.

Recession takes toll on charities

INDIVIDUAL donations to charity rose typically from £1.28 to £2 a month last year but the recession forced big individual donors to cut the amount they gave, according to the Charities Aid Foundation.

The cutback by the small number of larger donors meant that the average donation size fell for the first time since the foundation started its individual giving and volunteering survey in 1987. Half of British adults give £2 or less a month.

The average gift made in the previous month was £7.70 in last year's report and is now £7.50. The percentage of gross income given has fallen from 0.76 per cent to 0.6 per cent.

"It is very bad news," Michael Brophy, director of the foundation, said. "People who give hundreds of pounds are no longer giving as much. That is very worrying."

When inflation was taken into account, individual donations to charity had fallen since 1987. In 1987-8 the total of individual donations was estimated to be between £2.6 billion and £3.9 billion. In the fifth survey total contributions are estimated at £3.5 billion to £4.3 billion. Charities' in-

Small donors are giving more but big donors are cutting back. Lindsay Cook reports

come could be further dented by the introduction of the national lottery, he said.

Buying raffle tickets was the most popular way of giving to charity. The government had said that the lottery would attract £3 billion and would distribute £1 billion to be shared by arts organisation, sport, the heritage and charities.

Other estimates are that the lottery would distribute £400 million, of which £100 million would be shared by charities. However the £350 million a year earned by charitable raffles could be substantially harmed by the lottery and charities were likely to receive less from it than they lost from raffle income, Mr Brophy said.

Raffle tickets had been sold to 34 per cent of the people interviewed during the previous month. Next came door-to-door collections at 30 per cent.

INDIVIDUAL CHARITY DONATIONS

	1987-8	1988-9	1989-90	1990-1
Range of total giving £m	2.6-3.9	3.0-4.5	3.4-5.0	3.5-4.3
Giving population (per month)	80%	80%	74%	76%
% of gross income	0.85%	0.75%	0.76%	0.60%
Typical payment in previous month	£1.40	£1.97	£1.27	£2.00

Source: The Charities Aid Foundation

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FLAT RATE/AFR %	7.5%/15.1%	0%	0%
MINIMUM DEPOSIT	£780.50	£3,902.48	
MONTHLY PAYMENT	48 x £190.35	12 x £326.31	
FINANCE CHARGES	**£2,142.75	NIL	
TOTAL PAYABLE	\$9,947.75	£7,806	

*ADDITIONAL ON-THE-ROAD COSTS ESTIMATED AT £495 FOR 12 MONTHS ROAD TAX, DELIVERY TO DEALERSHIP AND NUMBER PLATES.

**Includes estimated on-the-road costs of £495 for 12 months road tax, delivery to dealership and number plates. @Written quotations available on request from your local Peugeot dealer. Offer subject to status (over 18s only). A guarantee may be required. †Includes £35.25 Administration Fee payable with first instalment.

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NEWS IN BRIEF

Pools me wins £2.2 with a 54p stake

A world record pool player has won £2,200 from a £540 stake in a pool match.

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Indoor ski resort to take heat off Kentish summer

A SKI resort hundreds of miles from the slopes and gluhwein bars of the Alps is about to take shape in the unlikely urban setting of Ashford, Kent.

On a ten-acre site abutting the proposed Channel Tunnel station, planning permission and funding have been secured for what is claimed to be the world's first real indoor snow centre complete with a man-made glacier and falling flakes.

Snowworld is planned to be the first of several such leisure centres in Europe, the Middle East, Japan and Hong Kong.

While the rest of Britain may sweeter in unseasonably high summer temperatures, visitors to Ashford will be able to don mittens and jackets for tobogganing and

Nick Nuttall on how the garden of England is ignoring global warming by going Alpine

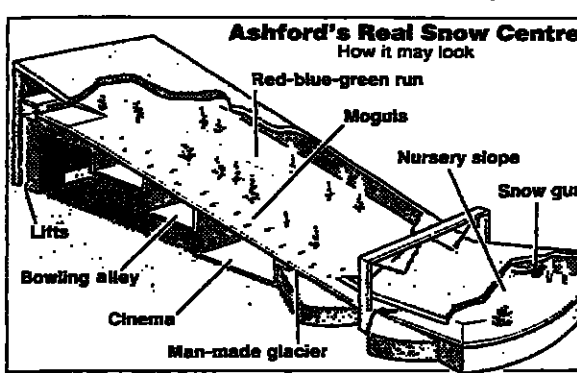
snowman building, or skiing down the 100-metre long, 26-metre wide red, blue and green pistes. There will be a themed area for strolling through falling snowflakes, and bars opening on to Alpine scenes of frozen pine trees.

The concept was devised by Malcolm Clulow, of Snowmex, in Telford, Shropshire, which has teamed up with Acer, engineering consultants from Guildford, Surrey. At the

heart of the centre, which at its highest is 10 storeys tall, are six snow guns designed by Mr Clulow and an American company who claim that the indoor conditions allow them to make snow with a structure close to the real thing.

Conventional snow guns used at outside resorts tend to produce large, granular and coarse crystals that can withstand sun, wind and rain. "Indoors you have none of these problems," Mr Clulow said. "So we can make snow with a structure like the snow that falls out of the sky." The new guns contain computers that can sense air temperature and moisture levels and produce finer, snowier crystals.

Mr Clulow said that the £4.3 million centre, with two drag lifts and a T-bar, had its own glacier, made from alumina oxide and frozen water. It would work like a natural glacier, keeping the snow in pristine condition while evenly absorbing heat. It would help to cut the size and use of the refrigeration system, making the centre cost effective. Work on the centre is expected to begin soon and to be completed by next summer. Mr Clulow said he had plans for bigger centres, including one in Scotland.



Cooling down: Frances Bufield, top, and Elizabeth Harrison tobogganing at Snowmex's demonstration room in Telford yesterday

Inspector urges police to treat public as customers

BY RICHARD FORD, HOME CORRESPONDENT

THE police must change their attitude towards the public as part of a cultural revolution throughout the service aimed at maintaining support, the chief inspector of constabulary said yesterday.

A series of miscarriages of justice linked to IRA violence and the service's failure to clear up crime had probably banished forever the "Dixon of Dock Green" image of the police, he said.

Police may never again regain their post-war status as a national institution and they should recognise that public faith in the service had been severely shaken by causes célèbres such as the Birmingham Six and Guildford Four cases, Sir John Woodcock said in his annual report.

The police service would have to undergo "fundamental organisational and cultural change" to maintain and strengthen the support of the public. His 1991 report said that the nature and outcome of everyday contact between police and the public was at the heart of the present unease about the service. The cultural change in the service had to involve viewing the public as customers and meeting their demands.

Too many senior officers saw the importance of their role in the police as doing the job rather than providing the service that the community wanted, Sir John said. "The abusing husband, the foul drunk, the lager lout and the belligerent squatter are customers, different but equally as much customers as the victims of crime, the frightened child, the tourist asking the time."

The police had to be much more answerable and open

because society had changed and was no longer acquiescent. "Police can no longer say 'these are the rules, this is what you must do'. They must persuade, and answer, the public," Sir John said that changing the culture of the police would take time but younger officers had little difficulty dealing with a more discerning public.

With Kenneth Clarke, the home secretary, expected to announce shortly the team that will carry out an enquiry into the working practices of the police, Sir John's report highlighted a number of issues which will be high on its agenda.

The police service was hampered by aspects of its legal and regulatory framework including the rank structure with its seven ranks between constable and chief constable and the present shift system.

he said. Parts of the present rank structure were "inappropriate for the late twentieth century" while the shift system hampered police performance.

His report is critical of the high levels of sickness within the service. Last year, 1.2 million days were lost through sickness, an average 12.5 days per officer. This loss was roughly equivalent to a force the size of West Yorkshire being absent for an entire year.

The report also criticised the slow speed at which buildings in provincial forces in England and Wales were being replaced. Two hundred and fifty buildings in provincial forces needed replacement but since 1990 work on only 22 had begun.

"At this rate it will be 21 years or more before the existing backlog is cleared. This is an entirely unsatisfactory state of affairs," the report said.

It also showed that while the number of women in the police service had increased, with 25 per cent of all appointments last year being woman officers, the number who left during the year was significantly higher than male colleagues.

The number of officers from ethnic minority communities had risen from 558 in 1986 to 1,016 last year but Sir John said that there was a need for continued effort to ensure officers from those communities were recruited and retained.

The report said that while the number of police officers with degrees was six per cent, there was some evidence that the number of graduates entering the service was decreasing and that steps would have to be taken to reverse the trend.

Forty police officers in Sheffield are to wear name badges as an experiment to improve relations with the public. If it is successful the rectangular metal badges will be issued to all 4,000 officers.

Her Majesty's Chief Inspector of Constabulary annual report 1991 (Stationery Office: £13.70)



Hamilton: admitted damaging mini-cab

Car advert actress in court

PAULA Hamilton, the actress who became famous for her appearances in television advertisements for Volkswagen, punched and kicked a mini-cab after a night out at a restaurant.

Camberwell magistrates, south London, were yesterday told that Hamilton, 33, was an alcoholic and committed the offence while under emotional pressure after the break-up of her marriage. She admitted damaging the cab and was given a conditional discharge.

The incident happened in October last year. Hamilton punched the mini-cab's windshield with her fist and kicked the dashboard with both feet, causing more than £500 worth of damage. The car was taking her home to Brixton from a restaurant in Kensington, west London.

David Waters, for the defence, said that her behaviour in the cab was out of character. "Since the mid-1980s she has been wrestling with an alcohol problem which has involved treatment on more than one occasion in centres and clinics."

He said that she had also been diagnosed as suffering from a condition where "white corpuscles are in the ascendancy" and would be going into a hospital specialising in cancer treatment next week.

Timothy Workman, stipendiary magistrate, said he accepted that Hamilton had taken considerable steps to deal with her problems. The court was told that she had paid the mini-cab driver compensation for the damage.

Dealer closures shake art world

BY SARAH JANE CHECKLAND, SALEROOM CORRESPONDENT

THE already shaky London contemporary art market has been further shaken by the closure of two dealers and the resignation of Sotheby's head of contemporary art.

Some mystery surrounds the resignation of Hughes Joffre. All Sotheby's will say is: "Mr Joffre hasn't said why he is leaving. Perhaps it is time for a career change." Mr Joffre's wife confirmed that her husband was at home, but under instructions from his former employers not to talk to the press.

Some dealers believe that Mr Joffre, 33, will join Sotheby's rival, Christie's. A spokesman there said: "If he is available we would be interested in talking to him."

A great-nephew of Marshal Joseph Joffre, commander in chief of the French forces during the first world war, Mr Joffre is at the peak of his career, having managed to take European contemporary art to new heights.

Under his care, sale totals rose from £5.6 million in June 1988 to £10.4 million in 1989, falling back to £3.3 million in December 1990 with the slump. Mr Joffre coaxed them back to £7.1 million last June. Meanwhile,

dealers have been shocked by the descent into receivership of Nigel Greenwood, the man who gave Gilbert & George their first break as performance artists, dancing *ad nauseam* to a scratchy recording of *Underneath the Arches*.

"It is a tragedy for all of us," Bernard Jacobson, an eminent neighbouring dealer, said. "Nigel's one of the really good guys. Who's next?"

The answer is Knoedler Fine Art of Cork Street, affiliated to the New York-based company of that name, and run by John Kasmin. David Hockney's dealer from the early 1960s. "Knoedler Kasmin are terminating that company, and the gallery is closing at the end of August," said Sarah Kasmin of the gallery. "Mr Kasmin will deal privately."

Over the past 18 months the recession has taken its toll on many contemporary art dealers including Odette Gilbert, Nicola Jacobs, Anne Berthoud and Fischer Fine Art, most of whom are now operating from home. None of the departures were on the same scale of importance to contemporary British art as that of Nigel Greenwood.

Housing project at risk

BY RACHEL KELLY, PROPERTY CORRESPONDENT

THE government's £25 million plan to unlock empty space over shops for low-cost housing may fall apart, its coordinator said yesterday.

Ann Petherick, director of Living Over The Shop (Lots), based at York and funded by the government to explain the scheme to developers and match them with housing associations and councils, says that her office is almost bankrupt and that she will resign unless sufficient funding is forthcoming. "We have worked bloody hard over the past three years, and now there is every danger that the whole thing will fall apart."

The environment department pays £32,000 a year to Lots, and the Housing Corporation £10,000. Ms Petherick, who launched the project with aid from the Joseph Rowntree Foundation, said the office needed £200,000. "The environment department expects me to charge developers for advice I give over the phone."

The department said: "Ms Petherick is there for advice because it is a new scheme, but eventually people will be able to do it themselves."

Picture of a violent society

BY OUR HOME CORRESPONDENT

POLICE in England and Wales dealt with 43 incidents every minute for eight hours and 54 officers were assaulted in the same period, according to a police survey.

Four murders, seven rapes and 112 cases of arson took place during the first snapshot survey designed to show the public the scale of the task confronting police daily.

Sir John Woodcock, chief inspector of constabulary, claimed that the thuggery scarring the European soccer championships in Sweden was an everyday occurrence on the streets of Britain. "When trouble bubbles up in Sweden it is not an aberration, it is a transference of incidents which happen here on a daily basis," he said.

During the eight hours from 8pm on Friday February 7 to 4am the next day, police attended 20,932 incidents, including 4,458 of public disorder ranging from 59 incidents of violent disorder and affray and 3,000 general disturbances in the street. There were 745



Sir John: alarmed by the survey findings

assaults including 502 serious and indecent assaults, 1,478 traffic incidents, with 108 road traffic accidents causing six deaths and personal injury. There were 4,421 crimes against property.

Almost 30 per cent of the incidents resulted from 999 calls and, as an indication that the police remain to some extent an arm of the social services, almost half of all the incidents were in answer to burglar alarms, domestic disputes and from people feeling alarmed or worried.

During the eight-hour period, there were 2,750 arrests and 54 officers were assaulted, according to the survey published in the chief inspector of constabulary's annual report for last year. Sir John said that the survey showed the nature of incidents that ordinary policemen dealt with on a daily basis.

The "joyriding" disturbances in Cardiff, Oxford and Newcastle upon Tyne had hit the headlines but many similar incidents went unnoticed. "This is the so-called peace and tranquillity of society," he added.

Although he said that the figures were alarming, Sir John conceded that society had always been violent and that a more balanced picture would have emerged if the survey had been carried out over a number of days rather than a Friday night which was usually busier than other evenings.

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One in three children born out of wedlock

BY LOUISE HIDALGO

THE number of children born outside wedlock in western Europe is higher than ever, according to figures from the European Commission. In Britain, almost a third of children are born to unmarried mothers, while in Iceland the figure is more than half.

The report, *Population and Social Conditions*, details a breakdown in traditional patterns of family life across the 19 countries of the community and European Free Trade Association, with more Europeans than ever either shunning marriage or divorcing.

Britain has the highest divorce rate of all the Western European countries, a third higher than in France and six times higher than in Italy. It also has one of the highest

rates of births outside marriage, almost 30 per cent. That compares with an EC average of 19.3 per cent, a rate in Greece of only 2 per cent and in Switzerland of 6.1 per cent, according to the report from Eurostat, the statistical office of the European Commission. Of the EC countries, only France has a higher proportion of children

born to unmarried mothers, at 30.1 per cent.

In the countries of northern Europe, the figure rises to an average of almost 50 per cent born outside wedlock. In Sweden, the figure is 48.2 per cent, and in Denmark 46.4 per cent.

British couples are more likely to marry than their counterparts in most other

European countries, with a marriage rate of 6.8 per year per 1,000 people, second in the European Community behind Portugal.

The report, which is the first to collate population statistics on the 379 million people in the European Economic Area, predicts that the trend towards an older European population will continue. The 19 European countries covered by the report already have the highest proportion of elderly people in the world.

The birthrate in most of Europe fell again last year, by 2.5 per cent in EC countries and 1.1 per cent in Efta countries. Only Switzerland recorded a rise, of 8 per cent. Improved health care has led to life expectancy for women now exceeding 80 years in five European countries: France, Spain, Switzerland, Sweden and Iceland.

Marriages per year per 1000 population		Divorces per year per 1000 population		Marriages per year per 1000 population		Divorces per year per 1000 population	
Austria	5.8	2.1	Italy	5.4	0.5		
Belgium	6.1	2.1	Lichtenstein	6.2	1.2		
Denmark	6.0	2.6	Luxembourg	6.7	2.0		
Germany	5.7	2.2	Holland	6.3	1.9		
Greece	4.7	0.8	Norway	4.8	2.4		
Finland	6.1	0.8	Portugal	7.3	1.1		
France	5.9	0.6	Sweden	4.2	2.3		
Spain	4.9	1.9	Switzerland	6.8	2.0		
Ireland	4.8	2.1	UK	6.8	2.9		

Source: Eurostat



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A session of the House of Commons has been devoted to the work of charities.

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Scots raise doubts on clamping

BY ARTHUR LEATHLEY

THE government is to re-examine the code of conduct issued to private wheel clamping firms in the wake of the Scottish court ruling that private clamping is illegal north of the border.

The Earl of Caithness, for the government, admitted that the decision had thrown the law in England and Wales into confusion. Under pressure from peers to declare the practice illegal, Lord Caithness said the Scottish decision was being assessed but it was too early to say what action would be taken by English and Welsh courts.

Lord Montagu of Beaulieu asked whether it was time for a code of conduct or law to restrict firms. Lord Caithness said that there was already a code of conduct which would be looked at again in the light of the Scottish decision.

As clamping was subject to common law, rather than statute, it remained for the courts to clarify the law. Lord Caithness added that, as usual, the Scottish law had shown the way and it may be the case that England and Wales would follow.

Lamont steadies City nerve over Europe

BY NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE Chancellor of the Exchequer sought to steady the markets in advance of today's Irish referendum on Maastricht by insisting that government economic policy would not be blown off course by the political turmoil engulfing the treaty.

With the latest opinion polls in Dublin not entirely conclusive about a yes vote, Norman Lamont said that the fate of the treaty's plans for a single currency would not alter in any way either the objectives or the operation of monetary and fiscal policy in Britain. Whether or not a single currency is eventually created, there will be no change whatsoever in our firm determination to pursue policies that will enable us to fulfill the economic convergence conditions set out in the treaty we helped to negotiate in Maastricht, he said.

Maastricht's tight rules for inflation, long-term interest rates, successful membership of the narrow bands of the ERM and budget deficits were demanding and necessary. Governments throughout the Community would

have to pursue "sound and rigorous monetary and fiscal policies".

Mr Lamont gave them no quarter as he urged his party and businessmen to keep their nerve in the confident expectation that in two to three years they would be able to look back on a "critical period" in which the right decisions had been taken.

"The political debate about the Maastricht treaty does not alter in any way either the objectives or the operation of monetary and fiscal policy in Britain. Whether or not a single currency is eventually created, there will be no change whatsoever in our firm determination to pursue policies that will enable us to fulfill the economic convergence conditions set out in the treaty we helped to negotiate in Maastricht," he said.

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have to pursue "sound and rigorous monetary and fiscal policies".

Sterling has weakened since the Danish vote as the markets have become fearful that British membership of the ERM could be a victim of the wave of anti-European sentiment sweeping the Tory party. Dealers have been worried that the government's resolve to hold sterling around its existing DM2.95 parity might be wavering as ministers came under pressure to cut interest rates to revive the economy. The Chancellor's chief aim last night was to scotch such speculation and demonstrate his appetite for a long haul out of the recession.

Mr Lamont said that the Maastricht conditions were an essential pre-requisite to a single currency. But they had merit in their own right. "Whether or not we decide to join a future single currency zone, low inflation and sound public finances hold the key to Britain's future."

Europe, pages 10, 11
Letters, page 15



Hong Kong's voice: Baroness Dunn, who urged Britain and China to build trust



Benn calls for EC reform

Tony Benn, the Labour MP for Chesterfield and veteran critic of the European Community, relaunched his plan for the future of Europe. He wants to enlarge the EC and turn it into a commonwealth. His Europe bill, similar to a measure he introduced in the last parliament, provides for a conference of all European states, including those of the former Eastern bloc to establish a new treaty for Europe. The measure has no chance of becoming law.

Party ballot

Labour MPs have appointed four scrutineers to oversee the party's imminent elections for the posts of chief whip and parliamentary party chairman. They include Jeff Rooker, MP for Birmingham Perry Barr, who is pressing for party elections to be scrutinised by the Electoral Reform Society after allegations of ballot rigging. The other scrutineers are MPs Richard Caborn (Sheffield Central), Peter Hain (North), and Alice Mahon (Halifax).

Squatters' law

The government is considering the wide range of responses to its consultation document on the law on squatting before bringing in legislation to tighten it. Michael Jack, a Home Office minister, said in a written reply.

Drugs ban

Manzies Campbell, the Liberal Democrat spokesman on sport and a former British athletics team captain, introduced a bill to ban the use of anabolic steroids. Mr Campbell, a long-time campaigner against drugs in sport, said that in the period immediately prior to the Olympic Games, it was right to remind people of the dangers of anabolic steroids.

Age memoire

Ann Widdecombe, the social security minister, issued a reminder that the period for consultation on the government paper on the equalisation of retirement ages for men and women expires at the end of the month.

MP appointed

Richard Needham, the trade minister, has appointed Andrew Rowe, MP for Mid Kent, as his parliamentary private secretary.

Parliament today

Commons (2.30): Questions: Home Office; prime minister; Motion on Northern Ireland expenditure. Lords (3): Non-Domestic Rating bill, all stages. Dog Control and Welfare bill, second reading.

Plea to end mistrust on colony

BY ARTHUR LEATHLEY

ONE of Hong Kong's most prominent politicians pleaded yesterday to put aside mutual mistrust to remove the uncertainty surrounding the colony's future.

Baroness Dunn, a senior member of the Hong Kong executive council, who as Dame Lydia Dunn played a central role in Sino-British dialogue, said that the relationship between the two countries was of critical importance during the transition from British to Chinese control.

Speaking in a Lords debate on the development of Hong Kong and South China, Baroness Dunn said that, since the joint declaration on the colony, the relationship between the two countries had "become one of suspicion and mistrust".

"Without trust, every suggestion by China will be interpreted as unwarranted interference in Britain's administration. Without trust, every initiative by the British side will be interpreted as a devious ploy to maintain hidden control over Hong Kong after 1997."

She warned Britain against seeing its role as simply an "honourable and successful withdrawal" from the colony by 1997. "It is only by having a clear view of Hong Kong after 1997 that the remaining years of transition can be successfully completed."

Lord MacLennan of Beoch, a former governor of Hong Kong, said that, three years after the Tiananmen Square killings, it was time to heal the wounds and to take steps to re-establish the working relationship of the 1970s and 1980s.

Ministers pressed on County Hall bid

BY NICHOLAS WOOD, POLITICAL CORRESPONDENT

MINISTERS came under pressure yesterday in the Commons to rehouse the London School of Economics in the vacant County Hall building alongside the Thames.

The London Residuary Body, which is disposing of the assets of the former Greater London Council, plans to sell the main part of the building to a Japanese hotel chain for an estimated £50-£60 million. But a cross-party group of MPs is pressing Michael Howard, the environment minister, to accept a rival bid from the LSE, which wants to move from its cramped quarters near the Aldwych.

Nearly 80 MPs from the three main parties have signed a Commons motion urging the government to delay the sale to Shiraiana pending an examination of the LSE bid.

Tony Banks, Labour MP for Newham North West, told John Redwood, the local government minister, it would be a great shame if a one of the country's premier academic institutions were to be overlooked in favour of a "cheap-jack Japanese hotel group".

Mr Banks said that the LSE wanted to use all of

County Hall and not just the prized Riverside building.

Mr Redwood confirmed that the LSE had expressed an interest in County Hall and promised a decision soon. The law requires that the best possible price should be obtained for asset disposals and the money channelled to the London boroughs, but it gives Mr Howard the power to over-ride this obligation.

Toby Jessel, Tory MP for Twickenham, said the building should go to the highest bidder for the benefit of the boroughs.

Sir Rhodes Boyson, a former local government minister and MP for Brent North, said later that the LSE's existing buildings were a "slum" and that it would boost Britain's prestige around the world if it were moved to the County Hall site. He said that about 60 per cent of the LSE's students were postgraduates and that about half came from abroad. After completing their studies, many took up influential posts in politics and industry in their home countries.

Because County Hall had been designed for committee work, it could readily accommodate lectures and seminars.

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Black Rain*	Another 48 Hours*	Rocky*	Sea of Love*	Scarface*
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Health broadcast made Labour look grubby, general secretary will tell enquiry into April 9, defeat

Election inquest sparks party row

By Philip Webster, Chief Political Correspondent

SENIOR Labour politicians indulged in recriminations about the party's general election campaign yesterday, as Neil Kinnock prepared to tell the formal inquest into the April 9 defeat that Labour must rebuild trust and erase the lingering image of its behaviour in the early 1980s.

John Cunningham, Labour's campaign co-ordinator, hit out angrily at John Prescott after Mr Prescott, a contender for the party's deputy leadership, branded the last week of campaigning a "complete mess". Mr Prescott suggested that the shadow cabinet and the national executive were by-passed on questions of campaign tactics.

Dr Cunningham also took issue with some of the central findings of the report by Larry Whitty, the general secretary, on which today's inquest at the party's Valworth Road headquarters will be based.

In his 57-page report Mr Whitty suggests that the row over the Jennifer's ear health broadcast "demeaned the campaign and blurred our high ground message", making Labour look "not a little grubby". He says that with hindsight the party's ally in Sheffield was a serious mistake.

The reasons for Labour's

defeat, however, were far more fundamental, Mr Whitty finds. His report, drawn up after intensive discussion at party headquarters, concludes that in the end people could not bring themselves to vote Labour because they viewed it as a party of the past "and one which holds back aspirations and tends to put the clock back".

He suggests that the more people came to believe that Labour could win, the more it eventually harmed the party. By the end of the campaign, Labour's polling evidence suggested, 28 per cent thought Labour would win and 51 per cent thought there would be a hung Parliament. "It is difficult to escape the conclusion that, at the very end of the campaign, the electorate was just too apprehensive about Labour and the more evident it became to them that Labour would win, or there would be a hung parliament, fears of high tax, plus the general unease about our economic competence or general distrust of the party and its leadership took their toll."

"This unease reflects a much more serious concern about the Labour party as a party of the past... This negative fear of the party is undoubtedly encouraged by the Tories and tabloids but in

some cases also in terms of our own tone and methods of approaching policy."

It also reflects our failure to project a strong enough forward and modernising vision for Britain. At the end of the day it was not just that the electorate could not bring themselves to vote Labour; it was also that we failed to give them a clear image of the future under Labour.

As for the way the campaign was run, Mr Whitty says that a "tighter, more authoritative political overview would have been more helpful at an earlier stage", and concedes that there was a feeling of isolation on the part of some key campaigners.

Since the election several shadow cabinet members have voiced hostility at what they saw as the excessive influence of the Shadow Communications Agency, headed by Philip Gould. Some have suggested that it had more say than that exerted by the daily campaign management team meetings. Mr Whitty says: "It has to be accepted that decisions will be taken outside the formal structure of the campaign, but it is important that they are communicated through a clear structure. It is necessary in future cases to ensure that all communica-



Ear trouble: actresses portray Jennifer Bennett and her mother in the Labour party's election broadcast

tions are made through clear channels."

Some of Mr Whitty's points were picked up by Mr Prescott in an interview on *The World at One* on BBC Radio 4. He said the general feeling was that the campaign was being run by a corps of people "brought in from outside with whom we had little contact". "It does seem to me that we

had a complete mess at the heart of it."

"I don't think the members of the shadow cabinet had much influence. Only one or two of them sat on these (campaign) committees and, as a national executive member who sits on the shadow cabinet, I had to peer in on television to see who was on the campaign strategy team

and who was making decisions."

Mr Prescott blamed poor organisation and research over the Jennifer's ear broadcast, and said that because the Sheffield rally was projected in terms of image the substance of what Labour was saying on that occasion did not come across.

Interviewed on the same

programme, Dr Cunningham said the suggestion that campaign strategy was made on the hoof by a small group of advisers was completely wrong. "There were regular presentations to the shadow cabinet, to the campaign strategy committee and from there to the national executive committee, for months before the general election. It comes

ill from people who were a member of two, or even all three, of those bodies to say now they didn't know what strategy was being laid down."

"Of course, the campaign management team took day-to-day decisions... we couldn't be ringing round the country to people who thought they should have been consulted to check it out."

"At all times in the campaign the decisions were taken in the campaign management team which I chaired, and to suggest that a small group of people tried to subvert or circumvent those decisions is complete rubbish," Dr Cunningham said.

He disagreed with Mr Whitty's conclusion on the health broadcast. It was well researched and well received, and Labour rose higher in the polls after it. Far too much importance was being attached to the Sheffield rally. "That rally motivated many thousands of Labour activists. It sent them off feeling good about our campaign."

Mr Kinnock is expected to urge the party today to avoid a descent into faction-fighting and recrimination in the wake of the defeat. He will tell the NEC that mistrust of Labour was the main reason for its failure because a substantial number of people could not forget its infighthing of the early 1980s.

The Labour leader will argue that the party should not engage in a long argument about the campaign but work on ways of convincing the electorate that the Labour party of today is not the party of the early 1980s.

Why Labour lost, page 14

Europe debate makes the Tory pulse beat faster

The question asked of the prime minister on Tuesday by Nicholas Budgen occupied a full 15 lines in Hansard. Normally any MP helping himself to that much air time during prime minister's questions would have risked getting the bird, even an MP as respected as the independent-minded Mr Budgen. But the member for Wolverhampton South West was heard in total silence. Said one minister: "That rang a little alarm bell in my mind."

Mr Budgen is a rebel on the European Community. Europe is the issue of the hour, the week and the parliament. And he was calling for a white paper to explain exactly what is achieved by the doctrine of subsidiarity, much quoted by the prime minister and foreign secretary since Maastricht. What proof will that doctrine be against the European Commission or the European Court, he wanted to know, in terms of providing protection against "the further unwanted expansion of European laws and institutions".

The ex-Whip prime minister, feeling for the party's pulse on Europe after a week of summitry and travel, replied carefully that clarifying that matter would be one of the priorities during Britain's EC presidency.

The aftermath of the Danish referendum is continuing to disrupt almost every aspect of Westminster life. It has denied Neil Kinnock the consolation prize of an international post. It has denied the seemingly undentable reputation of Douglas Hogg. As internal party splits deepen, Labour is preparing yet again to alter its stance on Europe for tactical reasons, putting at risk its chances of entering the next round of European parliamentary elections on a Euro-enthusiast ticket. Even the Liberal Democrats have doubts over their leader's wisdom in supporting a post-legislative referendum.

POLITICAL NOTEBOOK
By Robin Oakley

are seeking constantly for new angles. "We've got to keep it going - stop the whips bawling things down," said one rebel. Hence the sight of Tony Marlow, in Old Wellingtonian striped blazer, tackling the prime minister this week on exchange rates and the ERM. "We allow the issues of the EC and the economy to become entwined at our peril," a minister warned later.

Longer term, the biggest threat posed by Maastricht may be in its effect on the new intake of Tory MPs. Thatcher's children, most of them, selected while the lady was at the peak of her powers and disproportionately Euro-sceptical, they have swept into Westminster on a wave of self-confidence which has left some of their seniors aghast. "They have an entirely different attitude to authority," said one wondering member of another recent intake. Others bemoan the lack of ex-services material. And ministers admit that the new bunch are not to be cowed by the threat that they will not become parliamentary private secretaries unless they behave.

Older hands recall the Maastricht negotiations as a resounding success against the political circumstances of the time and have grown accustomed to the "win some, lose some" nature of European politics. The brasher new boys and girls are less weighed down by Westminster baggage. They see the Danish referendum as the opportunity to reopen old arguments and make a fresh start. The public reaction to the Danes has convinced them that they are in touch and made them that little bit less inclined to tug their forelocks to older hands at Westminster.

Mr Major has a knack for defining and identifying with his party's centre of gravity. But it is difficult to do that on Europe at present because that centre of gravity is still shifting. And until the 60-plus new Tory MPs settle down it will continue to do so.

The difficulty Mr Major faces with the new crop is that many of them are fundamentalists while he is, by nature and by force of circumstances, a dealer. That is why sources in and around Downing Street are admitting that while the prime minister remains against referendums in principle, he is a man who believes in never saying never. If Labour turns tail again things could yet get that desperate.

Europe, pages 10, 11
Letters, page 15

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Britons reveal their doubts on almost all aspects of the EC

BY NICHOLAS WOOD
POLITICAL CORRESPONDENT

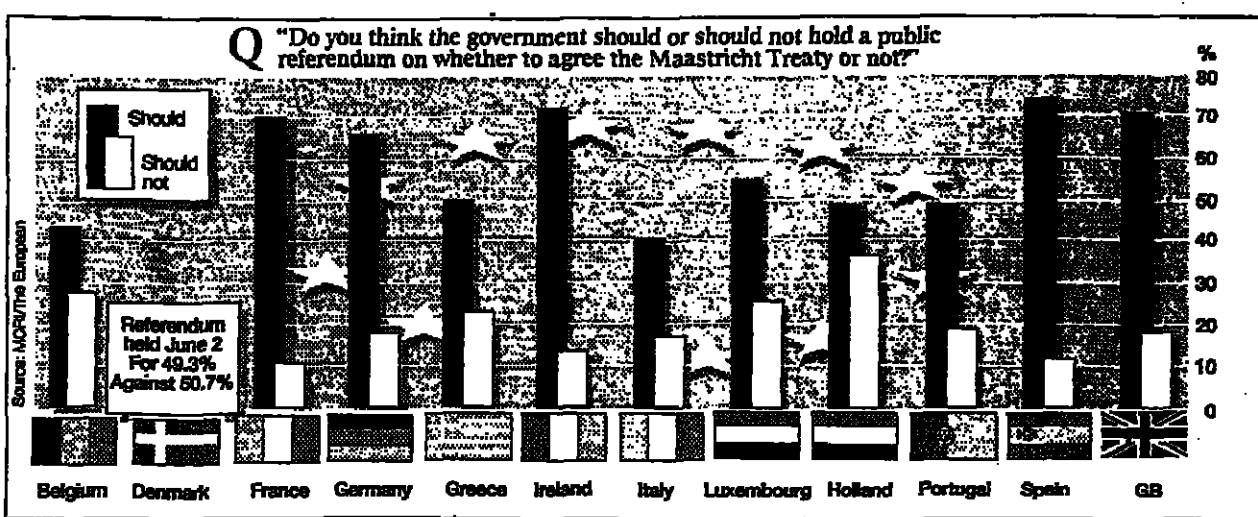
THE British public is deeply sceptical of the European Community, according to an opinion poll carried out across the 12 member states by Mori for *The European* newspaper.

Britain has the smallest majority in favour of staying in the EC, claims to know the least about the Maastricht treaty, and is most heavily in favour of a referendum among those countries not having one. It is also most strongly against a single currency and among those with the least enthusiasm for Jacques Delors, the president of the EC.

The findings of the survey, exposing deep pockets of concern about the European venture throughout the Community, will give British and other political leaders pause for thought as they prepare for next week's Lisbon summit, which will seek to chart a way forward for the Community after Denmark's rejection of the Maastricht treaty.

John Major appears to have the most to do in rallying public opinion. According to the survey, 53 per cent of Britons are in favour of staying in the Community and 32 per cent want to get out.

This net approval rating of plus 21 per cent is the lowest among the 12 member states. It is well behind the plus 71 per cent recorded in Luxembourg, 69 per cent in Italy, 68 per cent in Germany and 67 per cent in Holland. Even Denmark has a net approval rating of 51 per cent, the



lowest after Britain. Ignoring don't knows of 15 per cent, the survey suggests that the public is split 2:1 in favour of staying in the EC, with 62 per cent in favour and 38 per cent against.

Backing for the Community is lower than in the 1975 referendum when the vote was 67 per cent in favour of staying in and 33 per cent against. Since then Labour has come into line with the other two main parties in endorsing the Community, but this shift has not been reflected in the public mood.

British people claim to know least about the Maastricht treaty, with 40 per cent admitting that they have heard of it but that they know nothing about it. A further 8 per cent have not heard of it.

Overall, a startling 83 per cent say that they are largely in the dark about its contents. A similar though slightly smaller level of ignorance about Maastricht is found throughout the Community.

At least half of those polled in the other 11 states admit they know only a little about it or have no more than heard of it. The Danes, not surprisingly after their referendum, claim the most knowledge with 49 per cent saying they know a great deal or a fair amount about the plans for economic and political union. The Irish, voting today, are next most knowledgeable.

Given the level of ignorance about the treaty, it is perhaps not surprising that throughout the EC there is strong support for a referendum. In Britain, 71 per cent of the population wants the final say, a figure exceeded only by Spain's 74 per cent. The finding suggests that Mr Major is flying in the face of popular feeling by opposing a plebiscite.

Nor could the prime minister be sure of winning such a vote today if he gave ground. Mori finds that 55 per cent of people would vote for ratification of Maastricht and 30 per

cent against. An additional 35 per cent of the population are undecided, suggesting that the quality of the campaigns in any such contest would be decisive. The net approval rating of plus 5 per cent in favour of ratification in Britain is much lower than in other EC states, where it ranges from plus 20 per cent in Ireland to plus 38 per cent in Holland.

Renegotiation of the treaty, a move opposed by the British government and the other 11, including the Danish, appears to offer a way out of the present impasse, according to the survey. The Danes are strongly against a second referendum if the treaty is unchanged. However, if it is revised, presumably taking account of their objections, opinion switches, with 55 per cent saying there should be second referendum.

If a vote were held on a renegotiated treaty, 44 per cent of Danes would vote for ratification and 17 per cent

would oppose it. A further 39 per cent were undecided. Holding a second referendum on an unchanged treaty would produce a narrow majority against ratification on today's figures.

The poll suggests that the prime minister was right to reserve judgment on a single currency. It finds that 55 per cent of the British are opposed to scrapping the pound and 28 per cent in favour, a net approval rating of minus 27 per cent, the EC's lowest.

However, Mr Major is not the only European leader with difficulties over a single currency. Chancellor Kohl also faces an uphill struggle in seeking to persuade his fellow Germans to give up the mark. They register a net approval rating of minus 15 per cent, showing only a little more enthusiasm than the Danes, with minus 19 per cent. Elsewhere in the Community there is solid backing for a single currency, with net support ranging from plus 18 per cent in Holland to plus 54 per cent in devaluation-prone Italy.

Jacques Delors, the president of the European Commission, emerges as a rather more popular figure than his demonic image in Britain might suggest. On this side of the Channel, a small plurality believe he is doing a good job, with his supporters outnumbering his detractors by 4 per cent. Only the Danes give him the thumbs down, with a net approval rating of minus 4 per cent.

M. Delors is most popular in his home country of France, where he has a net approval rating of plus 49 per cent, a finding that will encourage his hopes of succeeding Francois Mitterrand as president in 1995. Elsewhere, his rating ranges from plus 10 per cent in Greece to plus 42 per cent in Luxembourg. If, as expected, the Lisbon summit reappoints him for another two years, it will have the backing of the people of Europe.

The survey was carried out by Mori for *The European* by interviewing a sample of about 500 adults in each country by telephone (face to face in Ireland and Greece) between June 10 and 13, using local polling organisations in each EC member state.



Delors: emerged as fairly popular overall



Strings attached: David Andrews, Irish foreign minister, campaigning in Dublin yesterday for a yes vote on the ratification of Maastricht

Ireland prepares to trade faith for a place in Europe

BY EDWARD GORMAN, IRELAND CORRESPONDENT

LIKE millions of other elderly farming people across the EC from southern Italy to the wilds of the west of Ireland, Seamus Moore is frankly bewildered by the whole Maastricht business.

He comes from a generation that either fought in wars of national liberation or was reared on the stories of those who did, and he is still deeply suspicious of reassurances that 1992 is the right time to throw in his lot with his former enemies.

Seamus, who farms 70 acres for his invalid sister, has lived all his life in the tiny former copper-mining village of Avoca, deep in the lush green co. Wicklow countryside — a world apart from even Dublin, just an hour away by car, let alone Brussels or Maastricht.

In fact, by yesterday, even though he had made up his mind which way he was going to vote in today's referendum, he still hadn't heard the word Maastricht itself.

For Seamus, the proud owner of two brood mares, Gorgeous Girl and Demon Lady, the key issue is not the economic or political benefits that European union can bring to the poorer countries of the EC like Ireland, but the dreaded business of abortion — something he fears with an almost irrational intensity.

"You don't mind me saying this to you if I'm not being rude," he explained, pausing to chat sitting on his moped on his way back from the

same time, be opening the door to that which it has outlawed.

The latest poll published in yesterday's *Irish Times* showed a slight narrowing of the gap between the two sides, but still a comfortable majority for the "yes" campaign by a margin of about 60-40, with 49 per cent in favour, 28 per cent opposed, and 23 per cent still undecided.

While no one in Ireland would be foolish enough to regard the referendum as a foregone conclusion, it looks very unlikely that the treaty will be defeated, suggesting that the Irish are thinking of their pockets a little more than their religion.

A decisive factor has been the united front put up by the four main political parties, which has helped to convince people like Seamus not only that the abortion question will be dealt with later in the year, but also that Ireland simply cannot afford a "no" vote.

"We'd all be going to the Dickens, if we voted no," he said.

And Seamus is beginning to come round to the idea of a new united Europe. "You have to live with your neighbour," he said. "When you go out in the morning you say 'Good morning' and 'How are you keeping' and all this racket, don't you? You have to love everybody," he added. "You can't live a bitter life can you now?"

Edward Gorman reports that punt may outweigh Irish vote on Maastricht

post office in the centre of the village. "But they are talking about abortion in this country and I'm the way of thinking that if you vote yes, then it would be here, wouldn't it?"

"When you vote yes," he continued, peering from under his red and white crash helmet, "when you stop and think, then it will come — abortion, like. Wouldn't that be scandalous? Look at it this way," he added. "You know your father and your mother, they brought you into this world — you wouldn't like to think they would do away with you, would you now?"

Seamus's fears are shared by many Irish men and women of his generation and younger and, at one time, in the run-up to today's referendum, it looked as though the powerful pro-life lobby might be doing just enough in exploiting those fears to defeat the treaty.

But recent opinion polls have shown that the anti-abortion campaign has failed to convince enough people that Ireland should risk its place in the new Europe over the danger that it might, at

European legislation committee (Sheila Gunn writes).

After nine years as chairman, Mr Spearing, a leading anti-EC campaigner and Labour MP for Newton South, was voted out of office in a heated 90-minute private session. The committee elected Jimmy Hood, Labour MP for Clydesdale, the new chairman by 15 votes to two.

Mr Spearing's two votes were cast by himself and William Cash, the Conservative MP for Stafford and another Euro-sceptic. Mr Spearing chaired the British and Common market campaign from 1977 to 1983, when he took over the committee which scrutinises new laws coming out of Brussels.

His downfall was mainly at the hands of an alliance of Euro-enthusiast Tory and Labour MPs, including Hugh Dykes and Alan Haselhurst. Mr Hood described himself as "pro-European, but not blindly so".

Major to take citizen's charter abroad

BY ROBIN OAKLEY, POLITICAL EDITOR

JOHN Major yesterday accepted a suggestion by Conservative MEPs that he should seek to spread the ideals of the citizen's charter in Europe.

The prime minister told them at a Downing Street meeting that he would follow up their call for use of the charter in making the European Community less of a centralised bureaucracy and encouraging it to show more concern for the needs of the individual citizen.

The MEPs offered Mr Major support in seeking to carry through the Maastricht treaty, which would increase the powers of the European parliament in overseeing Commission officials.

Sir Christopher Prout, leader of the Tory MEPs, said after the meeting that the prime minister was "anxious" that the feelings of the Danes should be taken into consideration following their referendum and had told the

MEPs that it was not his intention to "bulldoze" through the Maastricht treaty bill.

Although the MEPs conceded that the centre of gravity on European issues within the Conservative party has shifted following the Danish referendum, Sir Christopher said that this had not created difficulties for the MEPs. Their relations with Westminster colleagues were better than they were three or four years ago.

Following their meeting, the Conservative MEPs now expect the government to adopt a wait-and-see policy on the Maastricht treaty until well after the French referendum in September. But they are clearly hoping that the 11 other countries will go ahead with ratification, putting pressure on the Danes.

"If everybody else has ratified," said Sir Christopher, "then you are looking at a train that's leaving the station

and you've got to make a quick decision."

Discussion of tactics on the Maastricht bill was limited. The meeting was devoted largely to looking forward to the British EC presidency and to the next round of European parliament elections, with Sir Norman Fowler, the party chairman, also present.

But MEPs present said afterwards that a protocol to explain and make more effective the doctrine of subsidiarity, leaving decisions to be taken by national, regional or local governments wherever possible, was clearly an option that the prime minister was considering.

That raised the difficulty, Sir Christopher said, that technically it would represent a reopening of negotiations.

The Euro-sceptic faction in the Commons suffered a severe blow last night when Nigel Spearing lost the chairmanship of the cross-party

European legislation committee (Sheila Gunn writes).

After nine years as chairman, Mr Spearing, a leading anti-EC campaigner and Labour MP for Newton South, was voted out of office in a heated 90-minute private session. The committee elected Jimmy Hood, Labour MP for Clydesdale, the new chairman by 15 votes to two.

Mr Spearing's two votes were cast by himself and William Cash, the Conservative MP for Stafford and another Euro-sceptic. Mr Spearing chaired the British and Common market campaign from 1977 to 1983, when he took over the committee which scrutinises new laws coming out of Brussels.

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Superpowers become allies in halting spread of strategic arms

THE proposed reduction by two-thirds of American and Russian strategic warheads could mark the most significant turning-point in the history of deterrence since the invention of the nuclear bomb.

The leaders of the two remaining nuclear superpowers now accept that the principal role of their nuclear arsenals is no longer to deter one country from attacking the other. They can, therefore, afford to cut back even further to create a minimum deterrent — well below the 3,500 agreed on Tuesday — to act as an insurance policy in case the Washington-Moscow *entente cordiale* turns sour.

Sir Michael Quinlan, the recently retired permanent secretary at the Ministry of Defence and an authority on nuclear deterrence, once told the Russians on a visit to Moscow: "War-making capability has reached and

The latest arms treaty signals a shift in goals, but it has had a mixed reception in the former Soviet republics, write Michael Evans and Mary Dejevsky

passed the limit of meaningful rationality. An unrestrained conflict between nuclear superpowers would, therefore, be not just an immense human calamity, it would be, in the strictest sense, a logical absurdity."

The message throughout the Cold War was that, even when the two superpowers appeared to be rushing towards nuclear conflagration, the logic of that argument remained the key to successful deterrence. Nuclear war could not be won, Khrushchev, who came closest to the nuclear brink, appreciated the logic as well as any of the Cold War Soviet leaders.

Today the whole concept of deterrence changing. Ameri-

ca and Russia can now cut back their nuclear arsenals as partners, not as rivals.

One of the reasons why Boris Yeltsin, the Russian leader, has agreed to eliminate the jewel in the Russian nuclear crown — the 308 heavy-weight multi-warhead SS18s — is presumably because he has accepted the American argument that submarine-based systems are more stabilising. This argument has always been rejected in the past because the Americans were perceived to be seeking an advantage with their more advanced submarines and missiles.

With their own arsenals reduced to a more manageable and acceptable level, Wash-

ington and Moscow will be able to address a very different challenge, that of nuclear proliferation, which is likely to become the greatest threat to world peace in the next ten to 15 years.

There are many countries in the Third World, especially in the Middle East, that aspire to becoming nuclear powers. About 20 countries are attempting to obtain or develop short to medium-range ballistic missiles and at least seven would like to fit nuclear warheads to them.

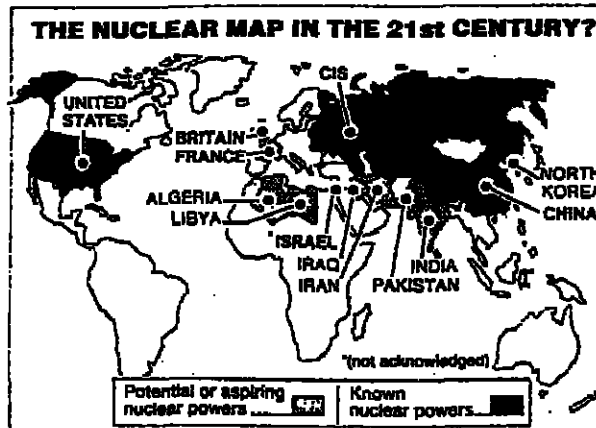
The principal concern for the West is that the leaders of some of these countries, in particular President Saddam Hussein and Colonel Muammar Gaddafi, cannot be relied upon to act rationally. This is why deterrence has to move with the times and why President Reagan's vision of a strategic balance based on defensive systems has a better chance of coming true today than it had when he first

proposed the Strategic Defence Initiative (SDI) in 1983.

In Moscow, opinion was sharply divided about the arms cuts, with liberals welcoming the move as a "big step forward" and conservatives decrying Mr Yeltsin's decision as "verging on treachery". Doubts were also voiced as to whether Mr Yeltsin had the authority to negotiate the cuts in the first place and whether he would be able to deliver on the undertakings he had given.

From Kiev, a spokesman for the Ukrainian defence minister said severely that Mr Yeltsin was in Washington "as president of Russia and not as president of Ukraine".

From Alma Ata, however, the Kazakhstan president's spokesman was generally approving, and said that the agreement fell within the agreement on nuclear weap-



ons signed in the Kazakh capital when the Commonwealth of Independent States came into being. This agreement, which was signed by the four nuclear republics — Russia, Belarusia, Ukraine and Kazakhstan — had been amended several times since he said, and Kazakhstan had specifically authorised Russia to conduct negotiations on nuclear matters on its behalf.

the agreement would be ratified by the Russian parliament but that the process could take time. "Of course, there will be forceful opposition, especially to the principle that we are giving up more than they are... but this was a very wise and strong decision," he said.

Sergei Shevtsov, the defence specialist of the conservative newspaper *Sovetskoye Rossiya*, homed in on SDI, noting that the Americans had forced large cuts in the former Soviet arsenal without having to sacrifice SDI research in return. He decided the end of the parity principle, saying: "The destruction of balance always leads to catastrophe. What has happened is nothing other than humiliation."

He predicted that the political opposition and ordinary people would see the agreement as "an amazing retreat, verging on treachery."

Yeltsin waltzes into a new era

Leaders cast aside Cold war shackles

FROM MARTIN FLETCHER IN WASHINGTON

THE first day of the first official US-Russian summit was "the best day of my life", Boris Yeltsin, the Russian president, declared at Tuesday night's White House state dinner.

To prove his point, he snatched up the woman sitting next to him and to everyone's delight performed an impromptu waltz around two tables. Mr Yeltsin had the sort of free spirit found "on the plains of west Texas", observed President Bush.

This is indeed an East-West summit like none of its 17 predecessors. It is no longer a case of two superpowers, bristling with nuclear weapons, smiling at each other through gritted teeth. It is unashamedly about making friends, and the big, boisterous, impetuous Russian leader is

playing his part with gusto. Mr Yeltsin insisted on piling horseshoes with Mr Bush in the White House gardens. He made a bedtime for tourists peering through distant railings. He beamed with pleasure when the crowds at the Smithsonian Institution's Air and Space Museum gave him a spontaneous three cheers. He overtly craves America's approval.

Mr Bush is also entering the new spirit of informality. His official gift to the Russian leader was a machine that fires a steady stream of tennis balls across the net.

Mr Yeltsin has carried his impulsiveness into the negotiating sessions. Officials said they genuinely did not know whether an arms accord was attainable when the two Presidents began their talks on Tuesday morning. In the event, Mr Yeltsin settled the matter almost immediately.

Boldly abandoning the Cold War principle of nuclear parity, he suggested an American ceiling of 3,500 on strategic nuclear weapons while Russia would aim for 3,000. Thus the two leaders concluded the most sweeping arms control agreement of the nuclear age.

It was a risky move by Mr Yeltsin. It will eventually free desperately needed resources and build goodwill in the West, but it could provoke a backlash from Russia's military and political hardliners. Making the announcement, Mr Yeltsin made a point of disclosing that Pavel Grachev, his defence minister and a general, had approved the deal — and would therefore have to sell it to the army.

Mr Bush's campaign officials could scarcely contain their glee. After disastrous trips to Japan, Panama and Rio, the president was once more the international statesman and peacekeeper cutting astonishing deals. "It works terrifically for Mr Bush's re-

election," said Robert Teeter, the campaign chairman.

Arms control experts lauded a deal that eliminates the land-based, multiple-warhead missiles most likely to have been used in a pre-emptive strike while retaining submarine-launched missiles best suited to retaliation. Even the Democrats were stunned. Mr Bush had struck "what may be the best deal in the history of arms control", conceded Joe Biden, chairman of the Senate subcommittee on Europe.

Only on one issue might Mr Bush be lamenting Mr Yeltsin's lack of Gorbachevian caution. The Russian leader has discomfited his host with his remark to an American television crew that American prisoners in the Vietnam war were transferred to Soviet labour camps and could still be alive.

There is practically no issue as emotive in America. Already critics are demanding to know why this and previous administrations did not investigate similar claims in the past by former American intelligence officers. One man who has spent years needing the White House to do more to track down missing servicemen is Ross Perot.

● New York: Russian and American officials are meeting in Washington this week to discuss proposals for a 56-mile tunnel joining Alaska and Siberia and intended to open up vast areas of eastern Russia for oil and mineral exploration and development (Ben Macintyre writes).

The proposals by the Inter-hemispheric Bering Strait Tunnel and Railroad Group are for a tunnel stretching from Cape Prince of Wales in Alaska to Cape Deshnev in Siberia at an estimated cost of \$5.1 billion. The tunnel would enable the transport of coal, oil and other resources when the Bering Strait freezes over.

Reagan stands by friend in trouble

BY MICHAEL BINYON
DIPLOMATIC EDITOR

THE indictment of Caspar Weinberger, Anglophile honorary knight and the architect of America's military buildup in the 1980s, has drawn from him a contemptuous denial of any wrongdoing or attempt to deceive investigators in the Iran-Contra affair.

The former defence secretary, now publisher of *Forbes* magazine, said: "I am innocent and will fight this injustice to the end."

President Reagan, whom he served for over 25 years in California and the White House, said in Santa Barbara that Mr Weinberger had "served his state and country honorably and with great distinction". He was a "man of the highest integrity", he added, and he was sure he would be vindicated.

Lawrence Walsh, the Iran-Contra special prosecutor, announced on Tuesday that a grand jury had indicted Mr Weinberger, 74, on five criminal charges covering obstruction of investigators, perjury and making false statements to congressional and criminal investigators in 1987. If convicted on all counts, he could face a 25-year prison sentence and a fine of \$1.25 million (£673,000).

The indictment came after the special prosecutor obtained over 1,700 pages of Mr Weinberger's notes from the Library of Congress last November. These had many references to the type of arms being shipped to Iran in 1985.

Despite his conservative views and strong support for the anti-communist Nicaragua Contra rebels, Mr Weinberger was generally seen as the fiercest opponent in the Reagan cabinet of the illegal diversion of Iranian sales profits to the Contras, and was virtually cleared by the Tower report and the exhaustive congressional hearings of any knowledge or involvement.



Grim determination: Caspar Weinberger, the former US defence secretary, who told a news conference yesterday that he intends to fight the "injustice" of his indictment on Iran-Contra affair charges

He and George Shultz, then secretary of state, were criticised, however, for distancing themselves from the proposal. That he should now be the first cabinet member to be indicted, more than six years after the scandal broke, will be seen by many Americans as a piece of political

theatre at a time when most of the country has put the scandal behind it. The federal grand jury accused him of lying to Congress about his knowledge of arms sales to Iran and Saudi Arabian contributions to the Contras. He was also accused of concealing extensive personal notes

on high-level discussions in the Reagan administration about the arms sales and aid to the Contras. Mr Walsh's investigations have already taken over five years. So far he has secured eight pleas of guilty by former administration officials. Mr Walsh has denied reports that he is

trying to trace direct responsibility for the affair to Mr Reagan, who always denied knowledge of the arms sales. Mr Weinberger was honoured in Britain for the extensive covert intelligence about Argentine capabilities given to Britain by America during the Falklands war.

NEWS IN BRIEF

Mexicans rejoin drug fight

Washington: Mexico has lifted a temporary ban on co-operating with the United States in the war against drugs after being assured that its sovereignty would be respected despite Monday's US Supreme Court decision upholding America's right to kidnap foreign criminal suspects (Jamie Dettmer writes).

American officials had indicated readiness to accept an amendment to an extradition treaty banning kidnapping by American agents of criminal suspects in Mexico. The court had decided US agents committed no wrong in kidnapping a Mexican.

Amazon tribe takes hostages

Rio de Janeiro: A warrior tribe of Amazon Indians has seized as hostages dozens of gold prospectors, lumbermen and employees of an Indian agency in an attempt to ward off an invasion by Brazilian police (Mac Margolis writes).

The Kayapo are protecting Paulinho Paikan, the Indian chief turned ecologist who is accused of raping an 18-year-old non-Indian woman. The woman's home of Redencao is about 170 miles from Aukre, where Chief Paikan is staying.

Pakistan talks

London: Mian Nawaz Sharif, the Pakistani prime minister, spent an hour yesterday in Downing Street talks with John Major on the brittle situation in Afghanistan, where Pakistan is trying to exercise a moderating influence on the rival mujahidin groups. They also discussed Kashmir, Indo-Pakistan relations and moves to encourage Pakistan's adherence to the nuclear non-proliferation treaty.

Pakistan survey, page 29

Cabinet stays

Johannesburg: The South African government made clear it will not step down this month to make way for interim rule — a demand that sparked the African National Congress's mass protest. Tertius Delpot, deputy minister of constitutional development, said there was no possibility of resignation.

Actor caught in Deadwood showdown

FROM BEN MACINTYRE IN NEW YORK

The town of Deadwood, South Dakota, has a long and dishonourable history of gambling and shoot-outs: on an August afternoon in 1876, Wild Bill Hickock came into the town saloon and sat at the poker table. He had just been dealt two pairs, aces and eights, the "dead man's hand", when his enemy, Jack "Broken Nose" McCall, came in and shot Hickock dead with a bullet in the back of the head.

Now Deadwood faces another showdown, this time over gambling, but also over the town's future. The town's protagonists are, on the one hand, the actor Kevin Costner, whose Oscar-winning film set in South Dakota, *Dances with Wolves*, has grossed some \$500 million (£269 million) and, on the other, some of the Deadwood townsfolk and members of the local Sioux Indian tribe.

Kevin Costner and his brother, Dan, inspired by the Dakota mania that followed the success of *Dances with Wolves*, are planning to build a \$35 million conference-hotel centre, casino complex and Wild West resort covering 85 acres they have purchased on a mountain ridge outside the town. The poker tables came back to Deadwood three years

ago when, in an effort to revive the lagging fortunes of this town of 2,035 people, the city fathers persuaded the state legislature to legalise gambling, the profits from which would be put into restoring the town.

In 1980 the town was about to achieve ghost status: the largest employers were five brothers, with a staff of about 40 women. Suddenly, the casinos brought about 2,000 more jobs and the town boomed. But just to keep things from getting out of hand, the authorities placed a \$5 (£2.70) limit on all bets. Since then, the town has collected more than \$35 million which is rapidly giving the town a Wild West glamour it has not seen since the gold rush. There are now more than 80 casinos, one of the most profitable of which, the Midnight Star, belongs to the Costner brothers.

Before the Costners go ahead with more extravagant development plans they want to increase the minimum bet to \$100. Bigger bets, of course, mean bigger profits. At the last minute, after the governor of South Dakota made clear his opposition, the Costners, their fellow-investors and allies pulled out of an application to raise the

stakes, but they are expected to try again in the future.

Today the people of Deadwood will vote on whether the city should pay for water and sewage to be extended to the site of the Costners' proposed Black Hills Conference Centre, and with opposition to the project growing among some residents of South Dakota the vote is likely to be split 50-50. One of the Costners' most notable opponents is Aggie Ayres, proprietor of the hardware store, who has refused all attempts by the casinos to buy her out.

Outside her store, the same one where her forebears reputedly sold the bullet to "Broken Nose" McCall that killed Wild Bill Hickock, hangs a sign which reads: "Do not ask! This building is NOT for sale. Don't even think about it."

The older townspeople are said to be annoyed at the massive influx of tourists, while the more religious citizens fear that their town is rapidly turning into a den of vice and drunkenness. Perhaps more important is the question of the effects on the local Indian reservations of an increase in the gambling stakes. By American law, if bets are raised in Deadwood, they can be

matched in the casinos on the reservations, and some of the Sioux elders fear that what little resources their people have will disappear on the gaming tables or into a barman's till.

Dances with Wolves did much to raise the profile of the Oglala Sioux Indians. Kevin Costner insisted on the participation of Oglala Indians and kept their language on the soundtrack. Tourist trade to the reservations increased dramatically as a result, but if he and his associates now succeed in pushing through a bill to bring still more, and more profitable, gambling to the area, the effects may be far less beneficial.

"In the long term, the result is that gambling will increase," said Mike Hermans, executive director of the Oglala Sioux tribe. "At the moment most Indians gamble on the bingo, but that could change." So there is currently a tense stand-off in Deadwood. Kevin Costner has not been seen lately at Jakes Restaurant in his Midnight Star Casino. But the next time he comes in, he would be well advised, as Wild Bill Hickock found to his cost, not to take a seat at the poker table with his back to the saloon door.

'Watergate' Liddy says he is sorry he was found out

Gordon Liddy, the flamboyant former FBI agent who led the Watergate break-in 20 years ago, returned to the scene of the crime in Washington and said his only regret was that he got caught.

But former President Nixon, brought down in the ensuing affair, stayed home and withheld comment on the 20th anniversary of the botched burglary, that ultimately led to the biggest political scandal in US history.

The offer of \$1 million for anyone who kills British novelist Salman Rushdie, 44, has been increased to cover all expenses of any would-be killer. Ayatollah Hassan Sane'i of Iran said.

Milan Panic, 63, a Yugoslav-born American citizen and a millionaire, said that he has turned down an offer from Belgrade to be prime minister of Yugoslavia's newly elected parliament.

The dacha of President Yeltsin at Zavidovo, north of Moscow, is undergoing renovation for millions of dollars. A decree dated June 9 ostensibly authorised the expenditure. The money is to be

drawn from Russia's foreign reserve funds.

As Fidel Ramos celebrated his victory in the Philippines presidential election, his rival, Miriam Santiago, refused to concede and prepared to challenge the result in court.

Baller fans in Cape Town were knocked down and pushed aside in a rush to get tickets for a single appearance on July 20 by Mikhail Baryshnikov, which sold out in seven minutes. Two performances in Pretoria sold out in about six minutes.

The son of President Castro of Cuba, Fidel Castro Diaz-Balart, has been replaced as head of Cuba's nuclear programme, the official newspaper *Granma* said. The decision was taken by the Council of Ministers headed by Dr Castro.

Failed Australian tycoon Alan Bond returned to his cell after spending a week in a Perth hospital undergoing tests for chest pains. He was jailed last month for illegally inducing another businessman to deal in shares in the failed Perth-based merchant bank Rothwells.

Actress Michelle Pfeiffer, above, arriving at the premiere of *Batman Returns* in Hollywood joined other stars in predicting that it would be a box-office hit. Asked how she felt about her role as Catwoman, the Oscar-winning actress said: "Meow".

Natalie Cole has filed for divorce from her husband, music producer and arranger Andre Fischer, citing "irre-



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Missing, but presumed alive

Boris Yeltsin has fired America's guilt over its lost GIs, says Ben Macintyre

Boris Yeltsin has touched the rawest nerve in the American psyche with his "acknowledgement", after years of denials by Moscow, that American prisoners from the Vietnam war may have been taken to labour camps in the Soviet Union. "Some", he says, "may still be alive."

If that is true, it is an extraordinary vindication of those who for two decades have maintained that American MIAs (servicemen Missing In Action) are still alive; if, as some suspect, it is a cynical attempt to curry favour with Congress, then Yeltsin will join the long list of those who have sought to make profit out of the most divisive issue in American history since the civil war.

America needs to believe in the existence of Vietnam POWs: for many of those who fought, the issue is a permanent indictment of a government that sent them to a futile war and whose successors, they say, abandoned them.

Almost twenty years after America's withdrawal from Vietnam, the war that wasn't won" suppurates still. This fact of American political life has been capitalised upon by Ross Perot, whose espousal of the unusable MIA cause has done more than anything else to endear him to the American heartland. The same sentiments came close to scuppering the candidacy of Bill Clinton when it was revealed that

Until the servicemen's physical remains are found, they continue to be livid and haunting spectres

as a young man he decided not to go to war, and their mournful shadow has been cast over each of the five presidencies since the war ended. By comparison, the scrapping of the world's most potent nuclear weapons holds but passing relevance for most Americans.

At his inauguration, President Bush spoke of the end of the Vietnam war era; now, with Yeltsin's explosive statements before him, he is talking of "going the last mile" to discover whether POWs are still alive in Russia. Malcolm Toon, former ambassador to the Soviet Union and now American head of a joint Russian-US panel on POWs and MIAs, was immediately ordered to Moscow to follow up the claims.

The war's legacy of bitterness continues to focus on the fate of the 2,266 American servicemen in Vietnam still officially unaccounted for. Half of these are known to be dead, but until physical remains are found they remain, like the war itself, livid and haunting spectres.

No hard evidence has ever been found to prove that POWs are being held in the former Soviet Union, or anywhere in South-east Asia, yet some 80 per cent of the American public — fed on film mythology — believe that Vietnamese soldiers are being held, and most states in the union observe annual MIA days. It is among these people that Sylvester Stallone, Ross Perot and now, perhaps, Boris Yeltsin, have gathered supporters. After years of

campaigning to persuade successive governments to address the issue of the MIAs, (officially the government's "number one priority", but traditionally treated with rhetoric rather than action), Ross Perot can only benefit from the question's dramatic re-emergence. "Full accountability", a practical impossibility, is the phrase used to block the restoration of full diplomatic and economic relations between America and Vietnam: it is also the moral cudgel used by Ross Perot and others to batter the administration.

But Boris Yeltsin may come to regret rekindling this emotive issue. Senator John McCain has already said the talks on a massive aid package to Russia should be suspended until "a complete accounting" is made of Americans allegedly in Soviet captivity.

According to the Pentagon, 8,100 military personnel from the Korean war and 78,750 from the second world war are unaccounted for. Mr Yeltsin has also said that a further nine planes were shot down over Soviet territory in the 1950s, and that at least 12 crewmen, taken to camps or psychiatric hospitals, may still be alive.

This appears to confirm the findings last year of a committee, under Senator John F. Kerry which concluded that American POWs, as well as 20,000 British or Commonwealth prisoners, disappeared after 1945.

While the number of US servicemen missing from the Vietnam war is small by the standards of 20th-century conflict, that campaign has a special quality. America barely conceded a battle in Vietnam, but lost the war. Unlike the war in the Gulf, there were no celebrations, no homecoming and so no proper end to the pain.

Last July, a photograph came to light purporting to show three of those still missing in Vietnam, and the response was immediate and emotional. It proved to be a cruel hoax, but this served merely to reinforce the myth.

Mr Yeltsin has released no names and no files, even for the most specific cases. If conclusive evidence does emerge — and still more if servicemen return home — it will justify the deep-seated if essentially irrational conviction of many Americans. It may help put Ross Perot in the White House, and, as a crucial epilogue to the cold war, accelerate aid to Russia, bolstering Mr Yeltsin's power and credibility.

But if these hopes are dashed again, the episode may earn Mr Yeltsin a place among the cynical manipulators of the MIA mystery, not so far removed from those Vietnamese who make a living forging military dog-tags to sell to wondering families in the US. Yet it seems nothing can dent America's obsessive determination to believe that POWs are still held, somewhere.

As Dwight Eisenhower observed: "War settles nothing." But then again, neither does peace.

As the party begins its inquest on the election, Jack Cunningham points a finger of blame

Why Labour lost

When the election came Labour was well prepared. We were probably better organised than ever before. We had the best chance to win power since the early 1960s, although the psephologists told us it would need a record-breaking performance. It is typical of some commentators that, having told us we could not do it, they are now lambasting us for not winning.

Labour morale was good. Our key seat strategy had been well prepared and was very positively received in the constituencies. The structure of the campaign was based on policy decisions the party had taken over several years. Its aims were to present Labour's economic and industrial case and competence, and to promote our policies on health, education and training. The final week's strategy, based on "It's time for change — it's time for Labour" themes reviewed our key ideas.

Labour's campaign was widely praised. It largely withstood the heavy blows to be expected in any general election. Labour's budget was a considerable success. Its taxation proposals were the unavoidable consequence of policy decisions about pensions, and child benefit taken more than two years earlier and endorsed

throughout the party. Whether that was the best method and timescale for such vital decisions is open to question. What cannot be contradicted is that Labour having endorsed those commitments, John Smith had to explain how they would be financed.

From late 1989 regular reports on campaign plans were made to the shadow cabinet, the campaign strategy committee, and the NEC. It is unacceptable for people who were members of one, two and in some cases all those bodies to start criticising now decisions they had every opportunity to question and amend at the time.

Some discussion has focused on the health service election broadcast row, the Sheffield rally and electoral reform as reasons for loss of support. The media and political row about the health broadcast, premeditated or not, did allow the Tories and their press allies to deflect the debate. Yet Labour support seemed to consolidate afterwards. We were temporarily deflected but not disastrously so. I also believe criticism

of the Sheffield rally has been overstated. It enthused many thousands of Labour workers, and boosted morale at a critical time in the campaign. It did not, however, play well on television but I do not think it did fundamental damage. Voters were much more worried by the prospect of a hung parliament than electoral reform. The majority wanted a clear outcome. Media concentration on that issue was not of Labour's making. Our call was for a definite mandate for Neil Kinnock.

Neil himself had an excellent campaign. He repeatedly demonstrated clear, concise grasp of the issues, was outstanding in the set-piece television and radio interviews. His personal ratings rose throughout the campaign, despite an unprecedented daily barrage of abuse and hysteria in the Tory tabloids. I have no doubt those papers did affect the outcome.

Throughout the campaign, Labour headquarters was inundated with messages of support and goodwill. We received more than £2 million in donations from

all over Britain, overwhelmingly in small personal contributions.

From beginning to end, the campaign was under political control. It is absurd to suggest otherwise or to accuse advisers, whether paid or volunteer, of "taking over". Philip Gould, Patricia Hewitt and Clive Hollick have been wrongly blamed and regretably abused in the press. I testify to their dedicated commitment to the successful working of our campaign. Their acceptance of the disciplines and demands of the campaign management team was absolute. For politicians or party officials to seek to make scapegoats of people who gave their time, expertise and political judgment to the party free, not only for the duration of the campaign but for months before, is deplorable.

The years of policy review, planning and preparation appeared to be bearing fruit. Yet the Tory vote remained resilient in spite of a widely criticised — even derided — campaign. There was a late swing to the Conservatives. Our private polling showed that

support was slipping away from us and the Liberals in the last few days. Why did this happen?

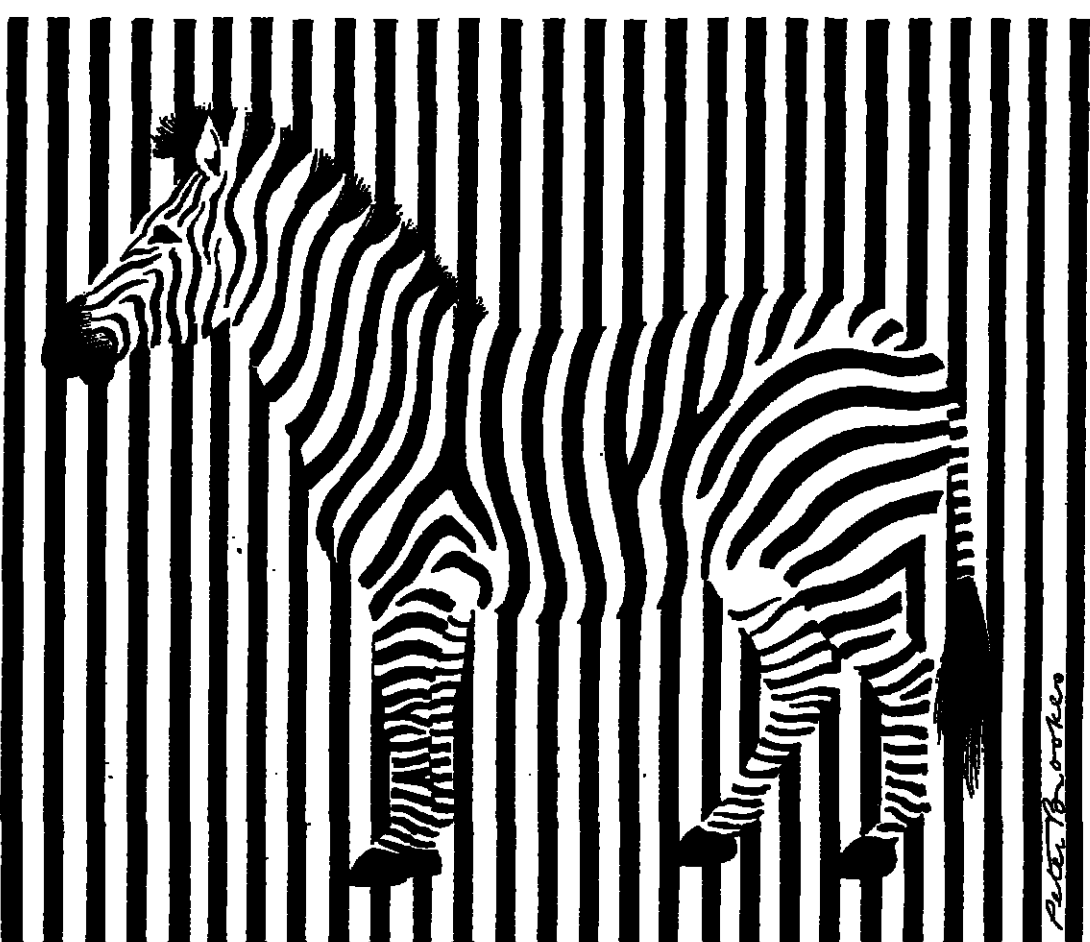
People had taken a long time to decide. Their judgment fell against Labour due not to any single reason, policy or person. In the end, Labour appeared to be too much of a risk. Fears about recession, unemployment, home loans, tax, the unions, extremism, a hung parliament and uncertainty all led people to vote Conservative. Our party, our policies and our campaign, based on better hopes for the future of Britain and our people, did not create the confidence necessary to convince voters.

We must look far beyond the campaign to deal with our defeat. The roots of that lack of confidence lie in the nature of the party, our history and public attitudes to it. Labour must make the economic, sociological — indeed cultural — changes necessary to regain contact with the trust of many more voters. At every level of the party, reform is essential. The national executive committee should now begin to formulate those changes.

The author, who is MP for Copeland, was Labour's campaign co-ordinator.

Where the wild things were

Daniel Johnson on the disappearing world of the zoo



One by one, London is losing the symbols of 19th-century scholarship. First it was the Round Reading Room at the British Museum, which is shortly to lose its function as a pantheon of learning. Then the Victoria & Albert and the Natural History Museum were obliged to popularise their exhibitions. Now London Zoo has announced that it is to close in September.

The Zoological Gardens at Regent's Park, which gave their name to one of the most enduring and popular institutions bequeathed by the imperial age, have suffered from falling attendance and rising costs. Science and spectators can no longer both be satisfied by this temple of empiricism: so the first of the zoos, which was also the last of the royal menageries, is to lose its animals. No longer will Primrose Hill echo to leonine roars and gibbonian whoops. The empty and silent cages will be a melancholy monument to the vanity of human benevolence: one era's expression of its love for creation is a later period's animal prison.

Behind the specific economic causes of the London Zoo's decline lies a profound shift in the relationship between man and beast over the past century. Yet the fascination and respect for animals embodied in the zoo was itself new. For millions of years, relations were combative. In the Judeo-Christian tradition, animals had an honoured but subordinate role. Although medieval bestiaries demonstrate a lively curiosity about the animal kingdom, and occasional luminaries such as St Francis of Assisi and Albrecht Dürer gave evidence of a deep awe of other creatures, man's lordship was never in doubt.

A couple of decades after the zoo's foundation, Captain Ahab in *Moby-Dick* (1851) addresses the white whale in these bloodcurdling words: "Towards thee I roll, thou all-destroying but unconquering whale; to the last I grapple with thee; from hell's heart I stab at thee; for hate's sake I spit my last breath at thee." Ahab, however, was already an anachronism, a figure whose attitude to the largest mammal is intentionally depicted as pathological.

At about the same date, the philosopher Arthur Schopenhauer was writing passionately about the essential identity of man and beast in his *Parerga et Paralipomena*. The ability to feel compassion for animals, he thought, was perhaps the most important test of our humanity, and its elevation to a religious doctrine was the measure of Buddhism's superiority over Christianity. He raged against the habitual cruelty of continental Europeans towards animals, and praised the British for having tried to prevent it with a royal society,

the RSPCA. The progenitor of philosophical pessimism cared more for his poodle than for mankind. Despite his admiration for natural science in general and for zoology in particular, he thought vivisection not merely evil, but devilish.

Such views spread rapidly during the age of empire. Contemporaries as various as Shaw and Kafka became vegetarians, and the progress of science fuelled the desire to preserve animals and to improve their status. The intensive study of chimpanzees in the Canary Islands by the founder of Gestalt psychology, Wolfgang Köhler, during the first world war

showed how individual the primates are in their mental responses. Apes are less intelligent than human beings but solve simple problems in much the same way. This was only one example of the kind of research that turned brute beasts back into sacred cows.

One side-effect of this process was that zoos became more peripheral to zoology. There was nothing new about studying animals in their natural habitats, of course: Darwin had done so, and long before him Linnaeus, Alexander von Humboldt and other pioneering students of the natural world. But most research was carried out on animals in captivity.

During the 20th century, though, the artificial environment of the zoo began to get in the way.

For the public, disillusionment came later. They continued to enjoy rides on elephants and dromedaries, chimpanzees tea parties and other anthropomorphic pleasures. The idea that animals should enjoy equal (or even superior) rights, that ogling them behind bars was demeaning, had few — and improbable — prophets. Adolf Hitler bored his strapping to death with long disquisitions on "the religion of the future", based on vegetarianism and animal rights.

Such theories — pregnant with malign significance, given the Nazi programme of human extermination — were never influential in their extreme forms. Gradually, however, a predominantly urban sentimentality about animals emerged. As horses and other beasts of burden vanished from the cities, as rural vermin ceased to be an everyday problem for most of the population, and as television documentaries showed animals in a new and more splendid light (at a safe distance), a new militancy was born. Hunting and vivisection were its chief targets, but zoos too came under fire.

Like the lunatic asylums of the past, which were also intended as places of safety, zoos were castigated for providing an obscene spectator sport. They responded by creating more distance between animals and visitors (no more rides) and eliminating spectacles such as chimps' tea parties. The physical proximity of animal noises, smells and sights — with which zoos could still outbid the neatly edited television films — were rivalled by safari parks. By the early 1950s, London Zoo was beginning to lose visitors inexorably, and now that the zoo has abandoned its losing battle against public opinion, perhaps we shall be sorry. One section of society certainly will. Children, who naturally make common cause with animals against the bossy adult world, will not thank us for this collective pomposity.



...and moreover

CRAIG BROWN

A month ago, I was sitting in an upstairs room at the Athenaeum in Bury St Edmunds waiting to go on stage for a Radio 4 literary quiz, wondering why on earth I had ever accepted the invitation.

I am a relative newcomer to the radio quiz, but I was surprised to note that two of my fellow contestants, Katharine Whitehorn and Irma Kurtz, though far more adept than I, seemed every bit as anxious, pacing up and down, nervously reading through notes, wishing, like me, that they had never said yes. The third contestant, Germaine Greer, may also have been a little jittery. Certainly that would be the most pleasant explanation for her sudden announcement half an hour before the show that, actually, she thought she couldn't be bothered to go on to this silly little quiz after all, she thought she would go home now, she had better things to do, a decision from which she relented only after a minute or two of sympathetic purring from the rest of us. Needless to say, onstage you couldn't have met a more easy-going person; by the end of the show even going so far as to clap the audience while they were clapping her — what one might call the quid pro quo from a quiz show pro.

I am never much good on radio. After the last time I was on Radio 4's *Start the Week*, I received a thank-you letter from the producer which ended with a burst of indignation that I

had not been more chatty while Vivienne Westwood spoke about fashion and Michael Ignatieff spoke about Stalin's atrocities, two subjects about which I know nothing. "I am very sorry you chose not to play ball and join in when the others were speaking," the producer concluded. Never have I read a thank-you letter which felt more like a tax demand.

Some people have the knack of the quiz show: others, like me, do not. My old friend Charles Moore displayed an uncanny understanding of it when he appeared on *University Challenge*. Learning that two shows were recorded in a row, he carefully took along a second shirt and tie, changing in the five minutes between the two shows. Thus to the diligent viewer he appeared the only student at Trinity College, Cambridge who bothered to change his shirt from one week to the next. Such acuity has now allowed him to corner the lively-young-fuddy-duddy market on opinion programmes, where he sits comfortably between bishops and cabinet ministers, each one of them, no doubt, proudly bearing a clean change of shirt.

Alas, I find it impossible to hold fast to any opinion for the full 45 seconds required by such programmes, which perhaps explains why I have only been invited to them twice in my life. The first time, I found myself in discussion with Peter Shore and a Scottish Labour MP about Labour's mistakes in 1979.

Within seconds of my opening my mouth, Mr Shore rumbled that I had no idea what I was talking about the more I felt rumbled, the more I gabbled, and the more I gabbled the more I felt rumbled. Never again, I told myself when it was over.

But the pull of vanity has a strength independent of its possessor. A few months later, I accepted an invitation to discuss the outcome of the general election on a phone-in with seasoned political commentators from *The Guardian* and *The Evening Standard*. One of the curious features of radio is that it is even more boring in the studio than it is in the world beyond. Half way through, a caller was asking a long and complicated question which, I imagined, would be directed at one of the other two guests. But then the host said, "Craig, how would you answer that?" I hesitated a second before delivering my shameful reply. "I'm sorry," I said, "but I wasn't listening, could you repeat it please?" To my great sadness, I have not been invited back.

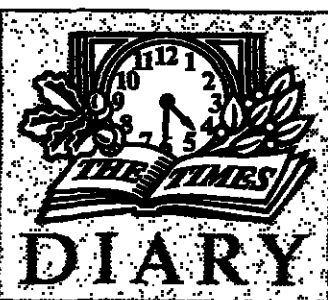
The literary quiz in Bury St Edmunds went well enough. All in all, I was no better or worse than the others, although my voice sounded much the shakiest. At least my ignorance of vast swathes of Dickens and Shakespeare remained undetected. But the prize was minimal, the anxiety outweighed the kudos and I have yet to meet anyone who heard it. Never again. Or at least not until next time.

No, no, no, no

AMONG those hoping for a no vote in the Irish referendum today is the Duke of Devonshire. The duke, who normally stays above politics but has in the past given money to the Bruges Group, is to attend a contentious conference on the future of Europe after Maastricht next month at the Reform Club, alongside, among others, Nicholas Ridley. Clearly buoyed by the Danish vote, the Duke, speaking from Chatsworth yesterday, said: "The Bruges Group seems to have been revived just in time to influence the Maastricht debate, and I am considering further financial support."

Yet Britain's anti-federalists have been prevented from intervening directly in the Irish referendum by the complication of the abortion issue. Patrick Robertson, the founder of the Bruges Group, was forced to cancel his trip to Ireland this week to present a £25,000 cheque to the Irish no campaigners. The donation came from a British businessman, but Robertson says: "After much agonising, it was felt that the Bruges Group could not become associated when there was also a moral issue bound up with the political one. Reluctantly that forced us to sit this one out."

The £25,000 cheque will now be switched to British support for the French no campaign in the autumn, in which Robertson and his allies expect to play a full and active part.



being the *enfant terrible*. He has lost none of his old flair for publicity, either. Robertson has also lined up for the conference the delicious spectacle of Andrew Neil and Sir Peregrine Worsthorne sharing a platform.

● Paddy Ashdown's staff are taking a close interest in the Labour leadership election. At least two of them have received ballot papers, and one Liberal Democrat MP has already cast his vote in the contest. And the Lib Dem ticket? A unanimous if not entirely attractive vote for Gould and Prescott.

14 years to go...

WHILE Beatlemania breaks out once again all over Britain in honour of Paul McCartney's 50th birthday today, he is not being feted in his home town. Even York is staging a Beatles exhibition, and the Queen has sent a birthday cheque for his music school. Yet a spokesman for Liverpool city council seemed unaware of the occasion. "I don't think the council has planned to do anything," Beryl Bainbridge, a fellow scouser who affectionately remembers John Lennon babysitting for her children, says it is sour grapes. "Paul left Liverpool a long time ago, and once you've gone, they

forget you. It's a bit like the song 'She's Leaving Home'."

Playwright Alan Bleasdale agrees. "That's Liverpool for you. There was great animosity towards Paul McCartney when he left Liverpool, matched only by the animosity towards Jimmy Tarbuck when he stayed." But, he says, McCartney should be grateful the city is not rolling out the red carpet. "I think when the full horror of being 50 hits you, you should just stay home and have a good cry."



Roar of the crowd

THE NEWS that London Zoo is finally to close was met with disappointment last night at Regent's Park Open Air Theatre, where Maria Aiken was making her Shakespearean directing debut with *As You Like It*. Although the theatre has complained for decades about the unscripted noise off, all agreed things would never quite be the same again without the unseen extras.

"The peacocks are the worst in terms of noise, but we get the odd lion roaring, too," said a representative. "When they are on cue you can hear them just as Bottom declares 'I will roar you as gently as any sucking dove.' But per-

haps in their absence the theatre will revive *Hamlet* for the first time in nearly 20 years. In the last production it often seemed that the whole menagerie had waited all evening before bowing just as the Prince of Denmark declared "The rest is silence."

Title track

LONDON TRANSPORT is clearly in the vanguard of the classless society. It refuses to recognise a knight of the shires and his lady even when they come to town and board the local route-master, as Sir James and Lady Scott-Hopkins have just discovered. Sir James, a Tory Euro-MP, and his wife recently applied for pensioners' free travel passes. When the passes arrived, the pair had been reduced to plain Mr and Mrs Scott-Hopkins.

All cards are pre-printed with an "M" — explains LT, allowing only such titles as Mr, Mrs or Ms. So if the Queen Mother ever applies for a bus pass she will presumably appear as Mrs Windsor — or Ma'am.

● The territorial dispute between India and Kashmir was not the only subject of discussion yesterday in Downing Street between John Major and the Pakistani prime minister, Mian Nawaz Sharif. Within minutes, the talk had turned to the equally urgent matter of today's England versus Pakistan Test match at Lord's. "They were discussing bilateral matters, which I cannot deny included the Test match prospects," says an aide. "They last met on the cricket pitch at the Commonwealth summit in Harare — playing for the same team." Digging permitting, the two hope to pursue their bilateral discussions in the Lord's pavilion later today.



ONE MENACE LESS

Nuclear arms reduction has become the standard fare of US-Soviet summits. But the further cuts announced this week by the American and Russian presidents are no mere continuation of the old agenda. This fresh agreement reduces both sides' arsenals to a third of pre-Start levels, but its real significance lies not in numbers, but in the decision to eliminate the most menacing category of nuclear weapons. These are land-based intercontinental ballistic missiles with multiple warheads, the very core of Russia's deterrent capacity.

Such missiles are the most destabilising of all nuclear weapons systems because they would be prime targets for a first nuclear strike, so the temptation for the other side must be to launch them pre-emptively, before they could be destroyed. With their abolition, the world's nuclear nightmare would indeed recede, as President Bush claims. But for Boris Yeltsin to have agreed to an act of trust, since the accord leaves America with nearly half its submarine-launched ballistic missiles, giving it at least the decisive strategic edge it sought throughout the Cold War. Hence Mr Yeltsin's explanation in Washington that this agreement had been reached without concern on either side for "unilateral advantage", as part of a new political and economic relationship between countries that "will not fight each other".

The decision that each side will be free to select its own force structure within the new 3,000-3,500 warhead ceilings can be sold in Moscow as evidence that the trust is mutual. But Mr Yeltsin's strongest suit with his public will be that Russia cannot afford the arms race. Many of his supporters will agree when he blames the acute impoverishment of more than half Russia's people on the long pursuit of "ominous parity" with America in nuclear weapons. But Mr Bush was wise to seek to

forestall the military's objection that Mr Yeltsin has laid Russia open to nuclear attack, by offering to share early warning and missile defence technologies, and to work with Russia on GPALS, a global protection system against limited ballistic missile attack.

For the moment, even cuts as deep as these do not alter the need for Britain's minimal nuclear deterrent. The principle which justifies Trident is that a nuclear power must be judged on its capacity for attack, rather than its current intentions. Russia will still retain a formidable nuclear arsenal, in the hands of a huge military establishment which has yet to prove that its military ambitions have been permanently quenched.

Trident is also needed to deter any Third World country that, helped by China or by mercenaries smuggling nuclear material and technology from the former Soviet Union, eludes non-proliferation controls and acquires nuclear weapons. But Trident's credibility as a deterrent against Russia could eventually be thrown into question if a GPALS system worked, since the system would be effective against precisely the limited strike of which Britain is capable.

By then, it is conceivable that the Russian arsenal would be reduced to the point where Britain, if it joins the GPALS programme, would be less vulnerable to a potential Russian strike. But the necessary condition, as Mr Bush said this week, is that the new Russian revolution succeeds. Mr Yeltsin has risked confrontation with his military for the sake of the wider and deeper co-operation with the West he desperately needs. Next month's G7 summit must not deny him the foreign policy triumph and solid financial support he requires. His revolution and the stability of the European continent depend on nuclear disarmament being coupled with economic recovery.

NOBBLING MR HESELTINE

The government's decision to scrap the National Economic Development Council has closed one chapter on Whitehall's relations with industry and has opened another in tantalising uncertainty. Will what Norman Lamont called the end of the "age of corporatism" be replaced by an era of Heseltine interventionism? The decision was a sly political compromise between the departmental interests of Mr Lamont and Michael Heseltine. But what is not clear is how far the President of the Board of Trade still wants to implement a questionable policy of "picking winners".

The surprise is that Mr Lamont's announcement has taken so long. It could have been made when Nigel Lawson was chancellor. The only mourners were the unions, for whom the meetings of the council were a rare national forum. The council has looked increasingly irrelevant to the main discussion of macro-economic policy, a chore for ministers and industrialists to endure once a month — since 1987, every three months. But the ideas of national planning and incomes policy which sustained the council from its launch in 1962 by the Macmillan government through the Wilson and Heath eras went out of fashion in 1979.

Over the past 13 years the government has neither sought nor wanted the advice of either the Trades Union Congress or the Confederation of British Industry on how to run the economy. The domination of the council by these producer interests has lessened its influence at a time when the government has wanted to encourage company managers and individual employees to take more responsibility for their actions.

Its only useful role recently has been in undertaking studies of the difficulties facing individual sectors. Some pointed diagnoses have been produced on micro-economic issues of competitiveness, like short-termism and relative productivity performance. But in general the council and the staff of the National Economic Development Office have no longer been making much contribution either to public debate on the economy

or to the government's own decisions. As Mr Lamont told the Commons: "Setting up a committee in Millbank does not solve the problems of the real world and the real economy. Decisions are made by individuals and businesses, not at a sectoral level."

The scrapping of the council leaves open the question of how the government should conduct its relations with industry. Mr Lamont believes that the Treasury should determine macro-economic policy, admittedly now within the tight limits of the exchange rate mechanism, and that individual government departments should discuss particular difficulties with relevant companies and sectors. On the evidence of his past writings Mr Heseltine takes a more activist view of industrial policy. He may now be regretting that he wrote in *Where There's A Will* that "Nedo's potential value is high, as the one forum where ministers regularly meet senior representatives of industry, the unions, and the City."

Mr Heseltine clearly prefers to be judged by what he says now, not what he wrote earlier. And he has been uncharacteristically quiet over the past two months. All he has said so far is that he wants to improve the level of dialogue with industry by reintroducing the idea of industry sponsorship, with specific responsibilities for different sectors. This is to produce a more informed discussion to identify where the government can help particular industries by, for instance, targeting export assistance. Some of the Nedo staff will be absorbed by his department to assist these discussions. But Mr Heseltine has said he does not want to expand its operations.

That sounds fine as far as it goes. The government should listen to the views of companies before formulating policies which will affect industry. The lingering danger is that someone with Mr Heseltine's background will want to be more active, to move on from listening to intervening. But his freedom of manoeuvre is limited. By holding down his already small budget, the Treasury will keep Mr Heseltine on a tight rein.

CURTAINS FOR THE ZOO

After decades of trying to compete with wildlife programmes on television, with "worlds of adventure" and theme parks, London Zoo has finally given up its struggle to survive. Like a panda pining for a mate, the zoo has lost its will to live. Declining attendances mean that it can no longer pay for its upkeep. The government has uncharitably refrained from helping out. London, the chagrin of most of its children and many of their parents, will now become the only European capital city without its own zoo.

Not only must the animals be rehoused: the houses themselves face an uncertain future. What use is an aviary without birds, a reptile house without snakes or a penguin pool without penguins? London Zoo, with its nine listed buildings, threatens to leave a ghost village on the edge of Regent's Park, a white elephant in the middle of London. Can any use be found for these buildings once the animals have gone, or should they simply be demolished?

Only shortly after the turn of the century were zoos transformed from Victorian peepshows at which people gawped ignorantly at extraordinary beasts from the wild. They became parks of educational and scientific interest in which the welfare of the animals was a real concern. Architects were commissioned to build structures that would best suit the animals' habits.

Hence, for instance, the 1914 Mappin Terraces (paid for by the jewellers Mappin & Webb) were designed to resemble the mountain slopes on which bears and goats would have lived in the wild. These were followed by the avant garde 1930s gorilla house and penguin pool, all modernist curves, by Bertold Lubetkin; and the Snow-

don aviary and the elephant house by Sir Hugh Casson, both built in the 1960s. But the better designed they were for their purpose, the less they now seem to lend themselves to other uses.

Once the zoo closes, the site will revert to the Crown Estate, which is exempt from listed buildings regulations. Before deciding to demolish the zoo the Estate should think laterally about what it could do with the buildings. The Royal Parks Act stipulates that the site must be used for "enjoyment by the public in the open air". And the Crown Estate Act says it is for "zoological or park use". That is not a bad start.

The chattering classes will doubtless campaign for the zoo to be transformed into an arts centre. There is already an open-air theatre next door which, while it relishes lions roaring during performance of *A Midsummer Night's Dream*, would not welcome the strains of a rock band or a competing outdoor theatre group. But some of the zoo's buildings could be turned into perfectly aesthetic galleries or performance areas. If the public were to sit where elephants now live, around the circumference of the elephant house, a chamber ensemble could play *la ronde* in the middle.

The most logical change of use, while remaining within the park ethos, would be for the zoological gardens to be transformed into botanical gardens. Oxford provides the perfect example of how such gardens can enhance a city centre. The animal houses could be turned into, say, orchid houses and the aviary, suitably treated, could become an indoor jungle. The site of the zoo in Regent's Park, in other words, would make an ideal outpost of Kew Gardens.

The motor market after Maastricht

From Sir Hal Miller, Chief Executive of the SMMT

Sir, The debate on the future of Maastricht — and effectively on the future of the European Community itself — is too important for the motor industry to ignore.

Of all motor industry exports, 73 per cent go to the EC. This figure will certainly rise due to the massive inward investment in the UK from Japan, North America and EC countries themselves. The importance of moves towards making a reality of the single market cannot be over-emphasised. Talk of renegotiation or starting again is putting jobs at risk because it creates uncertainty within the business sector.

As far as business and industry in the UK is concerned, the priority must be to unlock export opportunities for our manufacturers. The objective of a single market from January 1 will be jeopardised if debate is allowed to continue on the principle of the Community.

The British motor industry is now the most competitive in Europe, and we have to thank Mr Major for safeguarding this position at Maastricht. We must now be allowed to capitalise on this. The home market is generally static and depressed, and production last year was only maintained because of the high level of exports. Some 70,000 jobs were lost and trading profits were seriously affected. These facts should concentrate our minds on the importance of the Community.

For our country to exploit the opportunity which is possible by means of the resurgence of motor manufacturing, it is vital that we do all in our power to take the lead in forging progress within the EC.

Yours faithfully,
HAL MILLER,
Chief Executive,
The Society of Motor Manufacturers and Traders Ltd.,
Forbes House,
Halkin Street, SW1,
June 15.

In-warranty repairs

From Mr Geoff Dossetter

Sir, In your front-page report of June 15 ("What's French for 'check my car warranty?'") you quote me as warning owners of specialist cars, in particular, of possible warranty difficulties with unknown foreign dealers. May I add that all motorists seeking car service and maintenance outside the UK should be quite clear that they are entitled to in-warranty repairs from any franchised dealership of the manufacturer concerned throughout the EC.

The system is truly and properly pan-European. However, the practices of individual manufacturers in compensating their dealers and their customers for the work done varies from manufacturer to manufacturer.

As *The Times* will have discovered in researching this story, there is still work to be done by some manufacturers to ensure that, for the customer, warranty service and procedures are common throughout the Single European Market.

Yours faithfully,
GEOFF DOSSETTER,
(Director of Public Affairs),
Retail Motor Industry Federation,
201 Great Portland Street, W1.

EC farm frauds

From Mr George Scales

Sir, The EC Court of Auditors and others, who are sceptical that the revised CAP will lead to uncontrolled fraud and insufficient food reduction (report, May 30), could be reassured if, first, random checks were made by VAT inspectors who imposed a penalty of three years' compensation (£8,500 per annum on 100 acres) for a claim of more than 3 per cent below the stated amount; and secondly if member states were heavily penalised for exceeding their production quotas and to make to increase the set-aside to compensate.

The certainty of claimed food reduction would avoid a trade war with America which, if started, the EC would be bound to lose.

May I also respectfully point out that in the UK the minimum area for set-aside is 16 hectares (39.5 acres), not 50 acres as stated in your May 30 article.

Yours sincerely,
GEORGE SCALES,
Managing Director,
Scales Farms Limited,
Cobblers Pieces, Abbots Roding,
Ongar, Essex.

Strasbourg elections

From Mr John Horton

Sir, The next European Parliament elections are due to be held in mid-1994, not 1995 as stated in your political correspondent's lead story of June 15. The significance of the timing is that the appointment of the new Commission to serve from January 1995 will follow those elections and be subject to democratic scrutiny and approval by the new Parliament.

Yours faithfully,
JOHN HORTON,
European Parliament,
(UK Information Office),
2 Queen Anne's Gate, SW1,
June 15.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

English fans amok on foreign fields

From Mr Mark Swift

Sir, Having just returned from three days in Copenhagen and one in Malmö, I was surprised at the sarcastic tone of your editorial, "Sorry minister" (June 16). For those of us unfortunate enough to have had to share the same space as these louts in the ground, in the city, or travelling to and from the UK it was not a light-hearted matter. Mr Mellor may feel his token apology is sufficient, but for those of us who were constantly apologising to police, airline staff and anybody else going about their daily business it will not do.

Far from blaming the Swedish police and the cheap beer, if Mr Mellor had seen the problem at first hand as I had to do, it would have been sober. Indeed drink had little to do with the pre-planned violence.

If someone is deemed unfit to hold a driving licence it is taken away for a certain time. The same should be true with the passport of any person convicted of certain offences abroad, especially those which bring such widespread shame on our nation.

Mr Mellor and his colleagues should push this action without delay, and your column could help by supporting such a measure rather than treating the affair in such a dismissive manner.

Yours sincerely,
MARK SWIFT,
34 Hillcourt Avenue, N12.

From the Director of the Institute of Alcohol Studies

Sir, Dr John Rae, of the Portman Group, a drinks-industry initiative against alcohol misuse, suggests in his letter of June 17 that alcohol is being made an "inconvenient suggestion" for the football hooliganism which has taken place in Sweden.

It is Dr Rae's argument which is unconvincing. Examples abound of alcohol helping to cause aggressive behaviour at football matches. The Taylor report into the Hillsborough disaster concluded that: "There can be no doubt that excessive drinking by fans significantly aggravates problems of crowd control." I suspect that the football authorities in other countries will be surprised to learn from Dr Rae that drink-related disorder at football matches is peculiar to England.

More widely, the link between alcohol and violence is strong enough to affect the general rate of violent crime. A recent Home Office research report concluded that beer consumption was the main factor explaining variations in the rate of interpersonal violence. Again, however, this pattern is not peculiar to England: in Finland 20 years ago a sudden, large-scale relaxation of licensing controls increased alcohol consumption by 46 per cent and the violent crime rate nearly doubled.

The relationship between alcohol and aggressive and violent behaviour is complex, but its existence can hardly be doubted. Indeed, there is a good discussion of the psychological reasons why alcohol increases the likelihood of aggressive behaviour in the book, *Drinking and Public Disorder*, published by Dr Rae's own organisation and to which he wrote the foreword.

Yours faithfully,
DEREK RUTHERFORD,
Director,
The Institute of Alcohol Studies,
Alliance House,
12 Caston Street, SW1.

Nicotine patches

From the Director of Quit

Sir, Your article in Life & Times, "A patch on other cures" (June 5), implies that the new nicotine patches yield a success rate of 40 per cent. We are concerned that this will mislead consumers on the real effectiveness of the product and we urge smokers to think carefully before splashing out an estimated £150 on this latest commercial stop-smoking treatment to his market.

The success rate quoted is based on a controlled three-month clinical trial only, and the manufacturers claim they have no results on its long-term effectiveness. Research from similar treatments indicate that the percentage of smokers who will stop for good (i.e. for one year or more) is likely to be in the region of 10-17 per cent, depending on the amount of support received and the motivation of the smoker.

However, even this could be overly optimistic, especially if the product obtains an over-the-counter licence, as has already happened in some other countries.

Whilst we recognise that the patches may work for some heavily addicted smokers for whom the treatment was originally developed, we are anxious that the average smoker could misinterpret the claimed success rate. It is unfortunate for the consumer that the product was launched on such an international scale before longer term research was completed.

Yours sincerely,
SANDI WILSON,
Director, Quit,
102 Gloucester Place, W1.

Shark on roof

From Mr Daniel Scharf

Sir, As a professional planner who represented Mr Bill Heine at the public enquiry into Oxford City Council's refusal to give planning permission for the fibreglass shark surmounting his terraced house (photograph, May 22), I should like to correct a point made by Bernard Levin (June 11).

Mr Levin applauds the language in which the decision was couched. Unfortunately, Mr Peter Macdonald, the DoE planning inspector, was only the author of the recommendation to the secretary of state. He was not responsible for the decision itself, expressed in the mundane language of planning committees and consultants: "it has not been demonstrated that it (the shark) constitutes demonstrable harm to an interest of acknowledged importance".

I labour the point because the city council was concerned with the manner of precedent. It is the minister's decision which will be scrutinised to see whether a precedent is set or some novel approach to planning control is being advocated. In this regard, the inspector's report carries no weight.

The city council should acknowledge that the shark does not create a

Past heroism on the face of Everest

From Lord Hunt

Sir, Your well-informed article (June 10) about Everest and the reported discovery of the body of one of the two British mountaineers who disappeared on the northeast ridge in 1952, must have stirred poignant memories among the many friends of Peter Boardman and Joe Tasker.

All who knew them would agree that they were not only outstanding climbers, but exceptional individuals. As one who knew Peter, and who visited the International School at Lhasa while he was its director, I take this opportunity to pay a personal tribute to his memory.

I recall his unaffected delight, while he was serving as an instructor at the mountaineering centre at Glenmore Lodge in the Cairngorms, when Chris Bonington invited him to join his team to make the fifth, and successful attempt to climb the southwest face of Everest in 1975.

Pete was one of those who reached the summit; it was his first expedition in the Himalayas. I had the privilege of being asked by Bonington to chair the committee which supported that expedition and I treasure the memory of the opportunity this afforded me, as one of the old stagers, to spend some time and climb with that fine group of our (then) leading climbers. After that triumph, Pete became a distinguished training officer with the British Mountaineering Council.

I am glad to think, as I had always believed, that these two men did not perish by accident, but as an outcome of their indomitable resolve to press on, against the odds, towards the summit along Everest's longest and most difficult ridge. Their story invites comparison with the heroism of Scott and his companions during their polar journey in 1912.

Yours faithfully,
JOHN HUNT,
Highway Cottage, Aston,
Henley-on-Thames, Oxfordshire,
June 11.

Leasehold reform

From Mr Lionel Bloch

Sir, May I add to your correspondence on leasehold reform (June 1, 8).

First, many immediate landlords are themselves tenants of superior landlords or freeholders and their own leases or head leases are not much longer than those of their tenants. Thus any legislation providing either for the enfranchisement of tenants under the commonhold scheme or any rights to be granted to tenants to extend their present leases needs to provide for the right to include superior landlords and freeholders in the process.

Secondly, any radical reform of the leasehold system should address the injustice created by the present law, under which a tenant remains liable for all the obligations imposed by his lease in the event of a subsequent tenant being unable to observe and perform his financial obligations.

In the case of longer leases, original tenants may be shocked to discover that 30 or 40 years after they assigned their lease, the landlord can still exercise his right of "last resort". It is high time that this iniquitous right was abolished.

Yours faithfully,
LIONEL BLOCH,
9 Wimpole Street, W1.

Grave goods

From Mr Stanley Thornley

Sir, Those who take golf clubs with them on their last journey (letters, June 11, 12, 13, 17) should try to make sure of their destination. The courses in heaven have no bunkers: the courses in hell have no holes.

Yours sincerely,
STANLEY THORNLEY,
8 Thyrburn Road,
Weston Favell, Northampton.

From Mr Elgar Hill

Sir, I shall take my favourite fishing rod, in the expectation that I can cast a fly over Jordan.

Yours faithfully,
E. G. HILL,
Pine Lodge, Bracklesham Lane,
Chichester, West Sussex.

Stopping off

From Mr Mark Jackson-Stops

Sir, Mr Banks (letter, June 8) recounts the myth that "The Jackson Stops" public house at Stretton in Rutland was so named because the agent's sale board became better known than the inn's own sign, bearing "The White Horse".

The dull truth is that the estate at Stretton was owned by the Jackson-Stops family for almost 20 years up to 1954. Upon the sale of the estate — for which no sale board was required — the family insisted that the name revert to "The White Horse", which it did for some years.

A while later, however, an enterprising landlord, recognising the power of a great name, reverted to "The Jackson Stops", to the considerable benefit of his beer sales.

Yours faithfully,
MARK JACKSON-STOPS,
The Old Rectory,
Harrington, Northampton.

From Mr Geoffrey A. K. Robinson

Sir, I suppose the locals are grateful that the sale of the pub was not handled by Gascoigne-Pees.

Yours faithfully,
G. A. K. ROBINSON,
68 Park Street, Bristol, Avon.

Political sketch
hands on
front bench

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MANCHESTER

HIGHEST & LOWEST

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RAPIDE



FILMS p3
Jane March
as the
adolescent
lover

LIFE & TIMES

THURSDAY JUNE 18 1992

APPOINTMENTS
Fourteen
pages of
top executive
jobs



Eureka! Let fun overflow

Politics, patronage and power games —
Paul Barker's guide to the opening of a
children's museum in West Yorkshire

What is a factory? Too obvious a question? Not in contemporary Britain. Eureka, the new museum for children, carried out research among eight-year-olds in and around Halifax, west Yorkshire. It found that many had no idea what a factory was, or what it might do.

Halifax is the home of Eureka, which the Prince of Wales will open in July. The town's Pennine slopes are beset with vast hills from the industrial revolution. But mills now house craft workshops, not serried ranks of spinners and weavers. They are heritage, not industry. How could the children know?

Eureka took the point. It has built a small, mock factory in the museum. It lacks the din and danger of an actual factory but, within brightly coloured walls, there is a hint of an assembly line, and a job to do. I suspect it won't be as popular as the adjacent mock-up of a bank, all tall Corinthian columns and E signs. The main local business now is the Halifax Building Society. In the local research, Halifax primary school children were (astutely?) keener to talk about mortgages than about factories. The bank has a machine for printing money: always handy. A big grey wooden door, imitating steel, opens into a vault. Children can tempt as security guards and work the video system.

When I first met Gillian Thomas, Eureka's energetic director, she is giving away yellow balloons on market day in Halifax's Piece Hall, a huge 16th century concourse for cloth traders. All the balloons are stamped "Eureka". An Asian boy's balloon floats up into the blue sky, among the cheap offers (bath towels £2.99) and the hucksters, she and her staff have set out their stall about 30 times so far: up to a thousand balloons a time. They are determined to reach out to as many people as possible. Within three years she hopes half a million visitors a year will come to Eureka.

Mrs Thomas is creating something new in Britain. A Museum of Childhood is tucked away at Bethnal Green, in east London. It is a branch of the Victoria & Albert, and mainly displays old toys, games and doll's houses. And the Science Museum in South Kensington has its celebrated children's gallery. Grateful parents can doze while their offspring (more often boys



One step at a time: in the museum at Halifax where everything is tailored to the way in which children perceive things, from a story tree to a cupboard of dreams

than girls) carry out little experiments with weights and levers. But Eureka is modelled on American museums for children. (The best-known is at Boston). It is not about the conservation of objects, or a formal scientific curriculum. It is about discovery: helping children of primary school age to learn by feeling, touching, seeing, doing. To Mrs Thomas, this still makes it a "museum". Such places are, in their own way, "custodians of learning". They hope to spark "a lifelong enthusiasm".

A survey last year found that many people see museums as "dingy places with different kinds of bits". But Eureka groups its bits into themes (the body, work, the environment, health), and nowhere could be less dingy. Its back is built in traditional stone, to match the conservation area of old mills, parish church and Piece Hall. But through the glass front, bright reds, yellows, blues and greens, clamour at you, like the heyday of Gals' toyshops. Little cartoon cut-out people point the way in. A long Chinese dragon cascades down one end. Children can put their heads into its gently smiling jaws.

Inside, Eureka is a delight. Everything is tailored to how children perceive things. Tim Hunkin, the man behind that charming television series, *The Secret Life of Machines*, has created a working model of Archimedes, the chap who most famously cried "Eureka!". Mr Hunkin's Archimedes lounges in mid-air, a quizzical smile on his face. Below him hangs a big transparent bath, full of water. He is plunged into it at regular intervals. Water runs off down a pipe (demonstrating the Archimedes principle of displacement). It is then forced back up into the bath by the twisting motion of a long, see-through Archimedes Screw. The great man, meanwhile, rises stoically back into the air, ready for his next bath.

Fun though it is, this is the closest the Halifax museum comes to a traditional science exhibit. To understand your body, you can try out a whole circus of tricks. This weighing machine tells you how much your bones weigh. As you

out. You see how everything works. In the bedroom you can (if you dare) look in a cupboard of bad dreams. But a handy monster (head of elephant, body of bear, feet of tiger) will eat the bad dreams up for you. In the attic are heaps of 1960s clothes: "The age of the parents of the children who'll come," Mrs Thomas says. "The trip is only as good as the adult who is with the child. And Eureka is for children of an age not to mind coming with parents." Or with teachers: there are special programmes for schools. Children will not be allowed in on their own for fear that control (instead of exploration) would dominate. Young children might well not want to pay the £2.50 entrance ticket out of their own pockets, anyway.

Why is Eureka here, and not in London? Halifax is the favourite former industrial town of the conservation movement. It is becoming a good day out. Bradford next door has its own successful government-funded National Museum of Photography, Film and Television, with three-quarters of a million visitors a year. None the less, Eureka would not be in Halifax without the Prince of Wales.

The prime mover, and prime financier, is Vivien Duffield, the daughter of the late Sir Charles Clure. The Clure and Duffield Foundations have, she says, put £7 million into Eureka. A proposal for

Duffield. He wanted a say in running Eureka, which she was not prepared to accept. "I had other things to do with myself and £7 million," she tells me, cheerfully. But after a fierce battle, Mr Helliwell lost and Mrs Duffield got the land on her own terms. Calderdale swung heavily against Labour in the May local elections. The project is now again on amicable terms with the council.

Vivien Duffield has a reputation as a tough cookie. I walk around Eureka with her. She comes up once a week. "That sign's wrong," she says. "Nothing much seems to have happened since last week." I imagine her father stomped like this through his Dolcis and Saxone shoe shops. "But, still, it's your money," I murmur. "Too right it is," she replies. "Too right." The plain speaking is appealing.

She wants Eureka to be self-supporting and has £2.5 million in sponsorship so far, and high hopes for more, now that the museum exists. "Chairmen say, 'Show us, Vivien, show us'." The old railway station may be turned into a museum, spreading the appeal to adolescents. It would all bring in money to plough back. Will she now ease off? "I've learnt never to put your name on things, like the Clure Gallery. But you still can't turn your back. It's a kind of liquid sin," she smiles. In her twenties her father

wouldn't let her attend Stanford Business School because he didn't want her to go alone to California. She went on to defy him by marrying a gentle, now, in her charities, she has a business sense he would be proud of.

What Eureka offers is carefully based on the insights of psychologists (Jean Piaget and Howard Gardner), and educationists (Montessori and Froebel). Gillian Thomas, whose achievement lies all around her at the museum, speaks shrewdly of the stages of learning. But nothing would have happened without Clure money.

Eureka makes all the usual noises about "outreach" and non-elitism. But as I walk back up through Halifax, a string of Dickensian children rush past me and try to snatch my bag. These children will never be allowed in. No outreach will reach them. But perhaps you can't ask for the moon, even in a tale told by a story-tree. Eureka is what it is; and what it is, is very good news.

That sign's
wrong.
Nothing much
seems to have
happened
since last
week'

Shall we go to the powder room, boys?

Private Life: John Diamond turns a brave new face to the world



I think I may get my eyelashes dyed this week. After all, what's a guy to do? For months now my girlfriend has been on at me about eyelashes hidden behind glasses and she insists, the thing and if only I'd get them darkened then I'd look slightly less hamsterish.

Her first idea was mascara, which is obviously quite out of the question, but then she discovered lash-dyeing which would be equally out of the question were I not going to California next week. I rather imagine that Californian chaps are for ever popping into their local male beauticians and asking for an eyelash job, or some light chest-waxing with a quick pedicure thrown in. Even if they aren't it doesn't much matter: at least I won't have to suffer the indignity of asking for an eyelash tint in my home town.

I cannot, you see, think of a good reason for not having it done. A waste of time? Well yes, but then so much that I do is: why not at least waste time with something that

might make me look minutely better?

This beautification business is so unfair, though. Last week I had to have my photo taken. That I went through three changes of jacket before the photographer turned up is no great admission: I'd guess even the least self-aware man would. But the jackets didn't help me deal with the face.

Were I a woman there would be no problem. Don't like the lips? Paint on bigger ones. Eyes too piggy? Slap on some eye shadow. Cheeks sunk round the jaw line? Rouge in some new ones a couple of inches higher. Men have no such aids. True: every couple of years some famous feature writer announces that men's make-up is about to be the hot item of the decade and that this is the year when men will swap rouge tips in the squash club locker room, but it

never really happens. The lads who do allow themselves a brief attachment to foundation or blusher tend to be the pretty, self-assured teenagers who need it least of all.

It's not simply that wanting to improve our looks is unmanly, or even that we aren't allowed to acknowledge that we understand our jawlines to be slack or our eyes on the piggy side: we don't even allow ourselves to acknowledge that there is a range of male beauty extending from handsome to ugly and that our own figures somewhere along this line.

Or at least we don't to each other. But deep inside we all believe that we are not only capable of improvement but that this improvement is a simple matter of willing the features we already have to rearrange

themselves. Remember your own youth, for instance. You are standing at a bar: a woman walks into the room. Ideally you would like to be able to stroll over to her and engage in convincing conversation without coming on like the sort of loser who habitually walks up to

strange women in bars. Failing that, what you want is for the woman to come over and start speaking to you, or even to indicate — a slight smile, a longer than necessary meeting of the eyes — that she wouldn't consider it inappropriate for you to make the first move after all.

You pull in your stomach slightly and straighten your back. You organise yourself so that your stance at the bar is a little cooler, your leg bent just so, your hand against your cheek in a way that suggests your contemplative nature without disturbing the newly arranged and artificial set of your jaw, your head tilted to conceal the sparse patch on your pate and to stretch the chin away from its tendency to double up on you. You

will yourself into attractiveness. And of course you go into Woody Allen mode: your suavely crossed leg goes to sleep and you discover that, unable to move your hand from its position on your face, you can't get to your drink.

So it was with the photographer. I never know what to do with photographers: it's no good then telling me to relax my face when I know that if I do it will collapse into a baggage of indistinct lines and fleshy folds.

Again, women have the advantage. A photographer can say to a woman "OK, love — give me a really sexy look now" in that casual way that some photographers do, and a woman, any woman, can reach into her repertoire of glossy pouts and slity-eyed smoulders and tossed hair. All a man can do is to try to make a knowing grin curl slightly around his lips and hope

that it doesn't finish up looking like a foolish leer. And so I finish up behaving like the 18-year-old bar creep that I once was. I suck in my stomach, and I clench my teeth to give me some cheeks, and I raise one eyebrow slightly, and I finish up looking like a man who is surprised at his own toothache.

It's not that I want to live in a world where men have to carry around pockets-full of creams and tubes and little sticky brushes and worry that their lipstick is smudged or their mascara clogged. But I worry, like most men, that one day a time will come when a woman walks into the bar and I know I am out of the game without even stopping to give the fact a second thought. Woman can go to the makeup counter at Boots and do something to keep that day at bay, and I suppose I am vaguely irritated that men still cannot.

Laugh, by all means, when you think of me getting the eyelash treatment in California but remember: I am out there striking one small blow for sexual equality.

The power that lies beneath the pop:
Richard Cork on
the Richard Hamilton
exhibition at the Tate



We can fly 124 gentlemen to Verona.

Or gentlewomen, of course. We now fly daily from Gatwick to Verona. For details of this and our other luxury service to Florence, ring your travel agent or call us on 071 839 2222. ● Meridiana Your Private Airline

TODAY'S EVENTS

SALMON ET DALLA: Puccini's *La Bohème* at the Royal Opera House, Covent Garden, London WC2 (01-240 1961), 7.30pm.

OPERA FACTORY: David Freeman's production of *The Coronation of Poppea*, the completion of his impressive cycle of Monteverdi operas. *Poppea* is the leading role. Janis Kelly is Octavia. Freeman's earlier production, *The Return of Ulysses*, can be seen at the Coliseum tomorrow.

Queen Elizabeth Hall, South Bank, SE1, 01-528 8870. Tues, 8pm.

THE SOUND OF MUSIC: After being absent from the West End for nearly a decade, *The Sound of Music* returns in a new Wendy Toye production which has already extensively toured the regions. The Rodgers and Hammerstein show holds the box-office record for an American musical in the West End. Leading the 40-odd choruses will be the *Sound of Music* choir, the singing nanny-voice created on film by Julie Andrews, and Christopher Cazenave as Captain von Trapp.

Sadler's Wells, Barbican, London EC1, 01-778 8916. previews tonight-Sat, 7.30pm, mat today, Sat, 2.30pm; opens June 22.

JOHN McLAUGHLIN AND KATIA LABOQUE: The influential jazz guitarist teams up with classical pianist Katia Laboche, to provide music full of hybrid vigour.

Festival Hall, London SE1, 01-428 8800. tonight, 7.30pm. Town Hall, Birmingham (01-236 2392), tomorrow, 8pm.

ASPECTS OF LOVE: Sarah Brightman in last week of Lloyd Webber's popular success before a national tour.

Princess of Wales, Coventry, CV1, 01-839 5972. Mon-Sat, 7.45pm, mats Wed, Sat, 3pm.

THE BLUE ANGEL: Kelly Hunter and Philo Mader in Trevor Nant's uncanny staging: angel of desire becomes the demon of destruction.

Globe, Shaftesbury Avenue, W1, 01-494 5065. Mon-Sat, 7.30pm, mats Wed, Sat, 3pm, 150mins.

DEATH AND THE MAIDEN: Ariel Dorfman's scorching psychological drama on the longing for revenge.

Globe, Shaftesbury Avenue, W1, 01-494 5065. Mon-Sat, 7.30pm, mats Wed, Sat, 3pm, 150mins.

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THE FASTEST CLOCK IN THE UNIVERSE: Most eccentric black farce by Philip Ridley, with characters named Xosha, Duffley and Sheelagh.

Hammerhead, Swan Centre, Croydon, Surrey, CR9 3AT. Mon-Sat, 8pm, mat Sat, 4pm, 120mins.

THE GHOST OF THE FUTURE: A new vision of human greed becomes a fascinating evening of grotesquerie in this study by Gregor Gyllenstein.

New End, 27 New End, NW1 01-734 0022. Tues-Sat, 7.30pm, mat Sat, 4pm, 120mins. Final week.

HEARTBEAT HOUSE: Paul Scofield and Vanessa Redgrave head a revival of the play that won the Nobel Prize for the author, Caryl Phillips.

Theatre Royal, Haymarket, SW1, 01-930 8800. Mon-Sat, 7.30pm, mats Wed, Sat, 2.30pm, 225mins. Final week.

IN THE MIDDLE HOUR: Invisibly dance-worthy evocation of the joys of social soul music.

Young Vic, 65 The Cut, SE1 01-923 6036. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 165mins.

THE ADJUSTER: Alton Ego's surreal tale of voyeurism, fantasy and displaced persons: usually seductive but hollow.

Sao Kostas, Arnie Khanjan, Metro 01-437 0757.

BASIC INSTINCT: San Francisco detective Michael Douglas and top-bod murder suspect Sharon Stone risk a sexual psycho-sexual rollercoaster.

Barbican, 01-438 8721. MCM Baker Street, 01-332 5096. MCM Parkway Street, 01-332 5096. MCM Shaftesbury Avenue, 01-332 5096. MCM Tottenham Court Road, 01-332 5096. MCM Tottenham Court Road, 01-332 5096.

THE HAND THAT ROCKS THE CRADLE: (15) Psychosexual thriller (theatrical) by David Mamet. A woman's jealousy in an Irish village in 1957.

Donmar Warehouse, 01-437 0757.

THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

House full, returns only
Some seats available
Seats at all prices

MAD, BAD AND DANGEROUS TO KNOW: Derek Jacobi presents a new production of *Macbeth*, the story of a man who becomes a monster.

Arts Theatre, 01-734 0022. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 150mins.

MOBY DICK: A girl's school puts on a fund-raising show. Tony Pomplun plays a headmistress playing Captain Ahab.

Piccadilly, Denham Street, W1, 01-778 8916. Mon-Sat, 8pm, mat Tues, Sat, 4pm, 15mins.

THE NIGHT OF THE IGLOO: A new production of the play by Caryl Phillips, set in a remote Arctic region.

Arts Theatre, 01-734 0022. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 150mins.

PHILADELPHIA, HERE I COME! A new production of the play by Caryl Phillips, set in a remote Arctic region.

Arts Theatre, 01-734 0022. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 150mins.

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ROYAL COURT, Sloane Square, London SW1, 01-730 1745. opens tonight.

RICHARD HAMILTON: One of the British founding fathers of Pop Art, Hamilton has many more snugs to go, as the second Tate retrospective of his work in 1970 demonstrates. The Pop Icons like just what it is that makes today's homes so different, so appealing, so alluring, but so eerily prescient, as well as abstractors from the early 1950s and his later more conceptual works bridging the gap between art and technology.

Tate Gallery, Millbank, London SW1, 01-821 1313. Mon-Sat, 10am-5.50pm, Sun, 2-5.50pm, until September 6.

VRROOM! Since the V&A's at the National Museum for Art and Design, it holds many things visitors to the art side never suspect. Among these is a large collection of contemporary design, including many British examples as well as a surprising number of international designs. The collection is an evolution of automotive design, rather than the finished results.

Victoria and Albert Museum, Cromwell Road, London SW7, 01-838 8500. Mon-Sat, 10am-5.50pm, Sun, 2-5.50pm, until September 25.

METAMORPHOSIS: Following a successful West Midlands tour, Birmingham Rep revives its production of *Metamorphosis*, Kafka's story of rejection, social prejudice and misunderstanding in a new production by David Turner.

Birmingham Rep, 01-212 3451. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 150mins.

SIX DEGREES OF SEPARATION: A new production of the play by Caryl Phillips, set in a remote Arctic region.

Arts Theatre, 01-734 0022. Mon-Sat, 7.30pm, mat Sat, 2.30pm, 150mins.

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Mum's the word for a monster

The Rise and Fall of Little Voice
Cottesloe

JIM CARTWRIGHT, author of *Road and Bed* and *Two*, has expanded more than the usual length of his titles for this, his latest play, *The Rise and Fall of Little Voice* offers a distinct and discernible plot, rather than the series of breezy bytes in which he has previously specialised. More importantly, he has concocted a big, bold part for one of our most underrated actresses. From the moment Alison Steadman reels onboard in her purple blouse and frizzy orange hair, rasping and braying and casually vomiting into a chamber pot, there is never a moment's doubt who is in command of the stage, our attention and the evening as a whole.

That is all to the good, for it distracts us from the weaknesses of the story whose exuberant epicentre she is. Little Voice — so called because "nobody could ever hear her" — is unlucky enough to be the only child of Mari Hoff, as Steadman is called. She sits alone in her council-house bedroom, like Laura in Tennessee Williams' *Glass Menagerie* or one of those girls in Stephen King movies who you know, you just know will sooner or later be grabbed by some ghoulie, ghostly, long-legged beastie or thing that goes bump in the night. Her one pleasure seems to be singing along with the Judy Garland and Piaf records bequeathed her by the father Mari drove to what must have been a war grave.

To her mother, Jane Horrocks's fearful, scolding Little Voice is an object of irritation and contempt. "Are you agoraphobic?" she growls in her blunt Bolton accent. "Because if you are, you can get out." But she means rather more to her mother's latest pick-up, a theatrical agent precariously subsisting on the talents of the odd stripper and deadbeat comic.

Ray Say, as he's called, hears the girl's Monroe imitation and promptly books her into a local niterie, where she soon has hard men sobbing into their beer. For the rest of the play she is



Pete Postlethwaite, sitting on a poster of Jane Horrocks, with Alison Steadman. Drawing by Bill Hewison

pulled one way by the showbiz profiteers and the other by her chronic shyness: a tussle complicated both by her mother's jealousy and by the intervention of a wooer in the form of a beautiful telephone engineer.

The result is a mixture — oddly reminiscent of the north-country comedy of an earlier era — of romantic whimsy and ebullient cartoon, sentimentality and brash observation. It is often hard to believe, but, thanks to the joint energies of Cartwright's pen and Sam Mendes's cast, it is always harder to dislike.

Just as you begin to weary of Pete Postlethwaite's caricature agent, with

his pushy swagger and Elvis coiffure, out he comes with some refreshingly preposterous boast: "Have you ever heard of Elaine Triggs Smith and his good lady, Elaine? Well, I'm the only one who can handle him." Just as you sense the invention flagging or repeating itself, on crashes Alison Steadman gaudily accoutred in yet another electric-blue or red-sheen triumph of tulle, sounding off in a voice that was born in a still for making moonshine and came of age powering heavy lorries through the Pennines.

Does she find the required pathos when the inevitable rejection occurs, and Ray Say amiably informs her that

she is "nowt now except for something after the boozie, like a takeaway"? Not really. It is not just that Cartwright's writing lacks depth, but, more positively, that by then Steadman has created a soak and slattern of such majestically raucous proportions that she defies anything as petting as sympathy. It would be easier to pity the Kraken than this great raddled monster, engulfing Postlethwaite and his grey-silver suit with its roars of amorous glee. No question of it, this is one of the performances of the year.

BENEDICT NIGHTINGALE

THEATRE: REGIONAL

Echoes of Ayckbourn

Neville's Island
Stephen Joseph,
Scarborough

ON MONDAY, Alan Ayckbourn, the theatre's artistic director, was present in person and even more in spirit. Tim Firth's new play might be a deliberate act of homage to Scarborough's super-scribe: very funny comedy darkens into grim suggestions of insanity, murder and suicide, the incongruous clashes of a group of inept blunderers reveal black spiritual depths.

The four businessmen on a leadership assessment weekend get off to a bad start by being shipwrecked on an island in the Lake District. There are hints that the island is as metaphysical as J.M. Barrie's *Islet in Mary Rose*: small enough to plunge them into vicious claustrophobia but large enough to prompt manhunt into the interior at the discovery of freshly-spilt blood, or when one relapses into madness.

The 27-year-old author's previous work includes *Heartlands* for Chichester and *Cardboard City* for Soho Poly, but his Radio 4 comedy style (*And Now, In Colour*) permeates this play. It topples over the line between psychological comedy and sit-com, and what it gains in laughs it loses in depth.

This is most apparent in the character of Gordon, a compulsive wisecracker, for ever soaring into comic fantasy, sarcasm, one-liners and what frankly sound like blueprints for comedy routines. He emerges as a cross between sardonic Dorothy in *Golden Girls* and the irrepressible Joker, Bamforth, in *The Long and the Short and the Tall*. Russell Dixon's marvelous performance tends to turn the play into a solo turn, which is unfair on the other excellent players: Adrian Loughlin, making the most of the sketchily written group leader, officious

and incompetent but the most normal of the quartet. Claude Close as bulky Angus, slow-witted, emotionally bottled up, childishly anxious to define himself with survival-game equipment — including, ominously, an 18-inch knife. And there is Roy, whom a mysterious nervous breakdown led to religion, perfectly plausible in Kenneth Price's touching performance, as he perches in a tree thanking God for birds (after a moment's thought, charitably adding sheep and cows) or singing one of those hymns that the modern Church of England so revels in — "You're in my toasts and in my jam, in every boiled egg I eat."

The second half of the play probes beneath the highly expert comedy to give us Gordon's lonely, bitter eccentricity and Angus's stark consciousness (the latter contrived and unconvincing). The mixture doesn't quite gel, but if Firth can stop the frenzied need to joke and let laughs come from character and behaviour, he will be a considerable writer.

As it is, some beautiful set-pieces, both serious — as in Gordon's tirade against religion — and comic — the starving castaways' rescue from the lake of a sudden sandwich which they lay out to dry ("in six hours that will be delicious") linger happily in the memory. Connal Orton directs.

MARTIN HOYLE

THEATRE: SPAIN

Subversive diversions

Fuenteovejuna
Lope de Vega,
Seville

IMAGINE Shakespeare writing a play called, let us say, *Adelphos*, about a small rural community in the time of the Wars of the Roses which rises up against a tyrannical overlord and tears him to pieces. Impossible? Then take a scene in which a village worthy's daughter, abducted during her wedding and raped by the overlord, bursts into a meeting of the village elders, including her father, and displays the blood and bruises as she accuses them of sheep-like cowardice.

In Elizabethan or Jacobean drama, this would be unthinkable. Lope de Vega may have been far from the proto-revolutionary some radical theatre companies have assumed: as deep-dyed a conservative as Shakespeare himself. But this great play about justice, which focuses on a whole community and not just chosen individuals, still burns with a fierce flame.

In fact, Declan Donnellan's Royal National Theatre production, designed with exquisite taste by Nick Ormerod, and brought to Spain for Expo '92, cleverly suggests that Lope's notorious obsequiousness towards the Hapsburg monarchy may have been just one more canny strategy by which the old fox of a dramatist, trying to please both nobles and commoners, covered his back.

The events on stage are witnessed throughout by the Catholic kings, Ferdinand and Isabella, who process on to the playing area through ranks of bowing and scraping courtiers. But though the costumes worn by John Rummey's Ferdinand and Mona Hammond's Isabella suggest Velázquez, their smug expressions bring to mind Goya's astonishingly frank por-

traits of the asinine Charles IV. This is a revival of the production first seen at the Cottesloe in January 1989, and the cast is largely a fresh one. Three outstanding performances remain, however: James Laurensen makes the villain, Fernando Gomez de Guzman, something much more interesting than a cardboard baddie. He has political skill and a certain refinement, against which his Don Juanesque boasting strikes a note of vulgarity. Clive Rowe's Mengo, who cannot help shouting his mouth off, but keeps both faith and humour under torture, delighted the Sevillian audience, who looked nonplussed at his brief burst of rather creditable flamenco. And Rachel Joyce as the violated bride, Laurencia, dispels any doubts that British actresses cannot play passionate Spanish heroines with a performance of fierce dignity and shining honesty. Above all, the inventive orchestration of group scenes gives the village a pulsing communal life.

After the dull commercial blandishments of the British Pavilion at Expo '92, how reassuring to come across this demonstration of another facet of our national achievement. Those at home who missed *Fuenteovejuna* first time round can catch it again at the Cottesloe this month, in Londonderry or Edinburgh later in the summer.

HARRY EYRES

ENTERTAINMENTS

ART GALLERIES

KING STREET GALLERIES: 17 King St SW1, 01-834 5032. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century.

MARTIN GREGORY: 17 King St SW1, 01-834 5032. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century.

W.H. PATTERSON: 17 King St SW1, 01-834 5032. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century.

CURZON WEST END: 17 King St SW1, 01-834 5032. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century.

CINEMAS

CURZON MAYFAIR: 17 King St SW1, 01-834 5032. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century. *THE SUNDAY SHOW* of the 17th Century.

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Cinema New Releases: David Robinson on Jean-Jacques Annaud's *The Lover*, plus *Paradise*, *Autobus* and *Stone Cold*

In bed with an ingénue

The fact that *The Lover* (L'Amant, 18, Cannons Haymarket and Shaftesbury Avenue and MGM Trocadero) is one of the most successful European films of the year is, presumably, not entirely a tribute to Jean-Jacques Annaud's courage in adapting Marguerite Duras's subtle, Goncourt Prize-winning novel to the screen. The film's huge commercial appeal is, no doubt, mainly due to its five sequences — a total of 20 minutes — of frank if tasteful erotica.

The erotica is integral to the original book, whose core is the heroine's discovery of her sexuality through a passionate, physical, doomed love affair. The story appears to be autobiographical. The dates and places and circumstances coincide with Duras's own life, so we are invited to suppose that the personal and intimate story is hers as well.

The setting is French colonial Indo-China at the end of the Twenties. The young girl (the main character, who has no name) is 15 years old. Her disastrous family are castaway colonists. She alternates between pity and contempt for her neurotic widowed mother, who absent-mindedly runs a village school and dismisses her daughter's ambitions to be a writer. The girl hates her cruel, decadent, cocaine-doped elder brother as much as she loves the weak and weepy younger one.

On the ferry to Saigon, returning to boarding school, she meets a rich and attractive young Chinese. With her inquisitive encouragement, he initiates her into sex and becomes her lover and protector. Her family willingly compromise moral and racist objections for the sake of the financial benefits the liaison brings.

Annaud and his scriptwriter Gerard Brach approach the text with reverence, getting as much of the book as possible into two hours. They emphasise that this is a writer's

narrative. The film opens with a hand writing and closes with a scene of Duras herself at work in her study. Her own words, spoken by the smoke-filled voice of Jeanne Moreau, provide an intermittent commentary to the story.

The translation from page to picture, from the intellectual address of the word to the instant emotional appeal of the image, inevitably changes the emphasis. In the novel the love story is only one element in a family history that stretches backwards and forwards in time, shaped by "the frightful loneliness of serving in outposts up-country, stranded and checked stretches of rice, fear, madness, fever and oblivion".

In the film, the love story is the essential narrative, with the family and the place as background. Subtle changes strengthen the story: the arranged marriage forced on the Chinese man happens before the girl leaves Indo-China, providing not only a picturesque scene but also a motive for her leaving.

A Franco-British co-production, *The Lover* was made (and shown in France) in English. Only two of the cast speak with their own voices. The lead actress, Jane March, is a former model from Middlesex. She perfectly looks the part of Duras's unformed adolescent, in her sack dress, man's fedora and absurd high-heeled party shoes; and Annaud cleverly uses the natural awkwardness of her playing. Another model, Lisa Faulkner (Surrey this time) plays her immodest friend Hélène.

The rest of the cast are dubbed. Tony Leung, who gives the Chinese a charming, nervous dignity, is a Hong Kong star. The family are played by French stage actors: Frédérique Meunier, Arnaud Giovaninetti and Mevlâ Poupaud. Dubbing unfortunately generally produces unnatural intonations and unwelcome phrasing. The extreme

odds to violent and vengeful are essential to the narrative, though the British Board of Film Classification must have had qualms over sex scenes involving a 15-year-old girl, and an actress who looks that young, even if she is not.

The adaptation has still its own integrity. Annaud (whose films include *Quest for Fire* and *The Name of the Rose*) is good at detail of behaviour and décor. He has caught the killing monotony of the rainy season in those up-country outposts, the teeming life of Saigon that hums outside the shuttered windows of the gloomy *garçonniers* where the lovers have their daily encounters.

The essence of the family is caught in a nightmare dinner scene, when the lower plays host to the family. Mother falls asleep, the brothers gorge and giggle, and all of them — even the girl — willfully humiliate the wretched Chinese by ignoring him completely.

The erotica, the beautiful brown young bodies lovingly observed as they writhe in the cool shadows on bright white sheets, is never gratuitous. The shifts of mood from



Crucial meeting on a Vietnamese ferry: Jane March (foreground) and Tony Leung (centre rear) in *The Lover*

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Don Johnson: the solemn, elf-like child, ten-year-old Elijah Wood.

Eric Rochant's *Autobus* (*Has Your du Monde*, 15, Renoir, MGMs Chelsea and Piccadilly) is unlikely to merit a remake. Rochant made a name with his first feature, *A World Without Pity*, about teenage drop-outs. The hero of his new film is a middle-class teenager, Bruno (Yvan Attal) who shows every sign of being retarded. Determined to make an impression upon his girlfriend (who seems in no need of any such demonstration) he hijacks a school bus, complete with driver, infants and a woman teacher.

Rochant avoids the clichés of the police pursuit film, aiming instead for a hybrid of road film and comedy of character. The amateur desperado is embarrassed to find himself lectured by the no-nonsense teacher, and hero-worshipped by his smaller hostages after he invents a bed-time story about a stinky Martian.

Having set up his story, though, Rochant turns out of ideas, and only keeps the narrative mobile by unpredictable shifts of character and

motive on the part of Bruno and his principal antagonist, the bus driver, Ivan Aral, though too mature for the part, is pleasant enough.

In case anyone thought that biker films went out with the Seventies, they are back with *Stone Cold* (15, Odeon Marble Arch). The story of a cop who infiltrates a murderous biker gang, the film is designed to show off the charms of Brian Bosworth, a footballer-turned-actor. "Box" is clearly being groomed to be, if not a new Arnold Schwarzenegger, at least another Dolph Lundgren. No opportunity to show his rippling pectorals is missed, including a beefcake scene where he is stripped to a jockstrap.

Beyond the swagger, sneer and cute blonde hair-do that have made him a star on the field, his acting is limited. This hardly matters in a picture that mostly consists of cars exploding, bikes crashing through windows and bodies hurtling through the air under the impact of gunfire. Craig R. Baxley, the director of this senselessly unpleasant picture, graduated from a career as a stunt man.

ARTS BRIEF

Different strokes

THE artist Sir Howard Hodgkin has pulled out of the Tchaikovsky opera-ballet double bill of *Yolanta* and *The Nutcracker*, the ambitious Opera North project for this year's Edinburgh Festival. Hodgkin was to have designed both productions but found that he and director Martin Duncan and choreographer Matthew Bourne were working in different directions. Apparently, Duncan and Bourne favoured a more narrative approach, Hodgkin a more abstract one.

According to an Edinburgh Festival spokeswoman, "there was no time to reconcile their different directions before the production opened". Instead, Anthony Ward is to design the double bill, to be premiered in August. However, Hodgkin's work will be seen at Edinburgh: the festival will present the first public showing of a new, large-scale Hodgkin painting.

Arc light

LATEST of the silent-film classics to be resuscitated and screened in Britain will be Carl-Theodor Dreyer's *The Passion of Joan of Arc*. The original negative of the 1927 film was believed to have been destroyed in a fire shortly after the film's premiere. However, a print came to light in 1982 in a Norwegian psychiatric hospital, and an accompanying musical score was commissioned from the French electronic composer Arnaud Petit. Film and music will receive their first British screening outdoors on July 24 and 25, in New Court, St John's College, Cambridge, as part of the Cambridge Film Festival.

Back in black?

DIANA RIGG is to return to the Almeida Theatre in Islington, where she played Cleopatra in *All For Love* last year.



Diana Rigg set to appear as Medea at the Almeida

Another classical *femme fatale*, the title role of Euripides's *Medea*, is lined up this September, when Rigg stars in a production by Jonathan Kent using a new translation by Alastair Elliot.

Royal Dominion

FOR the first time the Dominion Theatre in Tottenham Court Road, London, will be used for a Royal Variety Performance. The show on December 7, will be attended by the Prince and Princess of Wales and televised by the BBC. Apollo Leisure and the Nederlander Organisation, owners of the Dominion and producers of the musical *Grand Hotel* which opens there next week, have recently spent £2 million on a complete refurbishment of the 1929 theatre.

Turner again

JUNE 30 is the closing date for entries to this year's Turner Prize. £20,000 is to be awarded to a British artist under 50 who has mounted an "outstanding exhibition" in the last year. The jury, chaired by Nicholas Serota, director of the Tate, will announce its choice on November 24, with short-listed candidates being exhibited at the Tate from November 4 to 29.

Last chance...

THE curtain comes down this weekend on English National Opera's season, with performances of Graham Vick's production of *Madam Butterfly* (tonight), David Freeman's powerful staging of *The Return of Ulysses* (tomorrow), and finally Benjamin Luxon in the title role of Verdi's *Falstaff*, magnificently conducted by Mark Elder (Saturday). All performances at the Coliseum (071-836 3161).



OPERA: ITALY AND LONDON

Four-square, falling slightly flat

John Eliot Gardiner both conducts and produces — "in collaboration" with Stephen Medcalf — the staging of *Così fan tutte* shown in Lisbon and Ferrara, and now on its way to the Châtelet in Paris. It is also being recorded: there were two microphones hanging in the middle of the stage, four strung across the auditorium, seven sticking up along the floats, and I lost count of the number in the pit.

Perhaps the opera-lovers of Ferrara enjoyed special reduced ticket-prices for having their exquisite little theatre turned into a recording studio. Perhaps not, but it really was like watching opera through a forest of telegraph wires.

Musically, last Friday's performance with Gardiner's English Baroque Soloists in the pit was particularly interesting with memories fresh in the mind of the Orchestra of the Age of Enlightenment at Glyndebourne. Gardiner's approach could scarcely be more different from Simon Rattle's, or for that matter Bruno Weil's. His tempos are conventional when they are not downright slow — that for "Sovra sia il vento" was positively Klempere-like. The comparative lightness of sound, the airiness of texture of period instruments offer opportunities for more freedom of foot than was in evidence here. Indeed, Gardiner seemed to be aiming consciously at a proto-Romantic reading: swoony phrasing, fierce crescendos, airy little *Altemperausen*, all doggedly beaten rather than felt. The accompanied recitatives were

Così fan tutte
Teatro Comunale,
Ferrara

shaped with heart-on-sleeve Mahlerian sentimentality. A 19th-century interpretation on 18th-century instruments: an interesting idea, or rather fairly interesting, and all going to show that Mozartian comedy is much, much trickier than Mozartian opera seria.

As for Gardiner-as-producer, well, Peter Hall and Trevor Nunn need lose no sleep. For most of the evening the stage action was as conventional as the basic tempo and the handsome décor of Carlo Tommasi, but conventional after the manner of around 20 years ago, and there was a great deal too much "acting" going on of the kind that good singers gamely come up with when they haven't really been directed.

Were it not that it couldn't have been intended, I would be tempted to describe this as a profoundly misogynistic production. The sisters were presented as bubbly, empty-headed flibbertigibbets until well into the second act, the men rather uncritically as smug and self-satisfied. There was no suggestion of what any of their true feelings might have been, if indeed they had any.

Copulation was implied after both "Un cor" and "Fra gli amplexi" (a tactful drop-curtain each time), which suggests that Gardiner has an even more jaundiced view of



Amanda Roccoft (left), Carlos Feller, Rosa Mannion

humankind than I, but is this really what *Così* is about? At the end the men acted betrayed and dishonoured, the women humiliated and tearful: the title of the opera seemed to have been taken at face value.

Yet it was in the last 20 minutes — a little late in the day — that things started to happen. The garden was wrecked by an earthquake at "Tradito, schernito," and casti invaded the sisters' salons. Fiordiligi shed her wig, and Ferrando declined to resume Albanian disguise for the wedding: the pair of them held hands furiously in the finale. So, *They Had Changed*, but since what they had changed from was so uninteresting, the

notion was of dubious value. The young cast sang well. The soprano sisters were Amanda Roccoft and Rosa Mannion (bright, true, slightly monochromatic). The German tenor Rainer Trost (Ferrando) tired towards the end — the role is almost as long as Siegfried — but is enormously promising, with needle-fine technique and a succulent mezzo voice.

Rodney Gilbey was a sound, up-front Guglielmo. Eirian James, encouraged to play Despina as a pert chambermaid, did so with horrible efficiency. The veteran Carlos Feller made a jovial Alfonso. An ideal recording cast?

RODNEY MILNES

Less than spooky

Pimlico Opera, under its founder-director Wafiq Kani, has made quite a name for itself in performing in unusual settings. There has already been a fully-staged *Falstaff* in St John's, Smith Square, a *Sweeney Todd* in HM Prison, Wormwood Scrubs. Rumour has it that Kani has his sights set on a building site next, in the manner perhaps of Michael Clarke's King's Cross project.

For Britain's *The Turn of the Screw*, though, they settled for the limited but near-conventional space of the Lilian Baylis Theatre, at Sadler's Wells. The transformation had to come from the heart of the performance itself: no external circumstances were there to help. A small stage and minimal sets can do wonders for this most musical-

ly spare and dramatically concentrated of operas: Kent Opera's white box of a set in Sadler's Wells main house; Aldeburgh's tiny, bare staging; past successes spring readily to mind.

Here, though, producer-designer Jonathan Cocker fails to capitalise on the emotional and spiritual claustrophobia of this nasty little tale. This is one of the least spooky productions I recall. It is partly a physical problem: without a pit, the band are a brightly lit presence throughout. And Cocker has catered for props which are, albeit deftly, carried on and off during each of Britten's or-

chestral variations interludes. What it lacks in the realm of the super-sensible, though, this production makes up for in a powerfully drawn sextet of relationships and in high musical finesse. Ingrid Attrot's Governess is young, girlish and movingly bewildered as she watches the ceremony of her own innocence being well and truly drowned. But, from the start, her voice has a hint of steel at its well-focused core. Her fight with Miss Jessel (Anne O'Neill) for possession of the children becomes suddenly chilling.

In Richard Edgar Wilson, Hilary Finch

Painful subject that is out of sight but not out of mind

Child abuse investigation has come a long way in a short time. Not so many years ago this was an issue hidden from the public gaze and treated with reluctance by the police. Now it is not only in the public domain but the only real controversy surrounds its existence but how it should be handled. That is progress of a kind, but the fact that there is still a long way to go was amply demonstrated last night.

Inside Story's film, *Evidence of Abuse* (BBC 1), took us to Kingston upon Hull. The outcome was a sensitive and at times harrowing fly-on-the-wall account of one case in an area which has the third highest incidence of child abuse in Britain. A girl of eight alleged sexual abuse by her natural father, who was living with another woman and seeing the child on visits.

The police and the social workers involved were convinced that they had a case on the basis of their interviews with the child, all on videotape. Using the now-familiar methodology of gentle questioning and the use of dolls, so that the child could demonstrate what had happened to her, they put the case together.

The Crown Prosecution Service put a dampener on this optimism, with justification as it turned out. Neither the police nor the social workers could believe that a child of eight would describe such things unless they had happened, although one of the team, Detective Constable Jo Priestman, said: "You get a feeling about whether they're telling the truth. Some children do lie."

The team needed corroboration: there was medical evidence, but of course such evidence in itself does not prove who the particular suspect was arrested and charged with buggery, obviously designed as a holding charge while further evidence of alleged abuse was examined. A year later the buggery charge went to the Crown Court, where the judge threw it out after hearing defence argument that certain procedures recommended by the Cleveland Inquiry had not been followed.

In one sense the outcome was not the important message of the film, which demonstrated two things. That there is now (at least on Humber-

side) a solid and caring relationship between the police and the social workers. And that whatever happened between victim and abuser, proof of a dreadful crime from the darkest recesses of the human mind is, and perhaps always will be, extremely difficult to demonstrate.

Even when abuse cases get to court, there is the issue of how a child should give evidence. Children are allowed to speak from a room outside the court, via a video link, so as not to have to face the accused. Is that sufficient protection for the child?

Social workers think not. One, Ray Walker, said that the court system "seems designed to crush the child". If so, it should be changed. But how to change it to protect the right of a defendant to have an accuser properly cross-examined? Child abuse, pending an outcome from the Orkney inquiry, is not at present in the headlines. Last night's film demonstrated that perhaps it should be. There are important issues here not best addressed in the hurry-burry of claim and counter-claim during a sensational case.

PETER BARNARD

CLASSICAL MUSIC

First and potentially foremost

For its South Bank concert debut, the orchestra formed by the young and highly respected Mark Wigglesworth for Opera Factory productions neatly signalled its versatility, playing Beethoven, Schoenberg and a new work. The last-named was *Three Michelangelo Songs* by Tristan Keuris, receiving its British premiere.

On this evidence the 46-year-old composer has a fine sensibility to the musical setting of poetry. The piece had the advantage of rich tone and passionate feeling from Jard van Nes, whose dramatic mezzo ranged from subtleties of Italian inflection to a near-operatic contemplation of death in two of the sonnets. The solicitous instrumental colouring around the voice, more than the vocal writing itself, put me in mind of Britten, with similar use of harmonic weight and direc-

Premiere Ensemble/
Wigglesworth
Queen Elizabeth Hall

tion to sustain a firm tonal foundation.

For this and Beethoven's *Seventh Symphony* (which began the programme) the Premiere Ensemble mustered about 40 players, almost equally divided between men and women and including several of distinctive solo calibre in both wind and strings. Mark Wigglesworth instilled a youthful vitality into the symphony from the outset. From a bucolic clod-hop and a relaxed second movement he accelerated to a finale where some clarity of articulation was sacrificed to the momentum needed to stay travelling in the fast lane.

If anybody still thought

Schoenberg's *Chamber Symphony No 1* a stodgy exercise in note-spinning. Wigglesworth's performance — with an ensemble of the requisite 15 players — was an ideal antidote. Conducting the complex single movement from memory, he shaped its structure and purpose in a way that vividly enlivened the senses as well as satisfied the intellect.

Buoyant in rhythm and well ventilated in texture, the performance brought the players to an often precipitous balance of individual line and phrase, yet allowed them sufficient scope to register clearly and fully in an exhilarating blend of solo versatility. The conductor, as well as several of the players, were former beneficiaries of the Abbado Trust for Young Musicians, whose tenth anniversary the concert also celebrated.

NOEL GOODWIN

How to be an aristo on a shoestring

Alice Thomson
finds that an
Englishman's
home can be
a château

PASSPORT TO
FRANCE

Francis I was the first Loire château junkie. Accompanied by his royal court of 12,000 he would roam the Loire valley on hunting trips, visiting as many châteaux as possible. He owned two of his own — Amboise and Blois — which he packed with books (over 80,000), surgeons, confessors, cooks and poets, all set against a backdrop of ornamental gardens.

Five hundred years later the lure of a Loire château is still as great but the asking price, let alone the running costs, would be enough to cripple most individuals financially. However, at one château on the Loire they have learnt to live on a shoestring. The six owners, all aged under 30, are not French aristocracy, establishment rock stars or supermodels — they are English home counties entrepreneurs.

Three years ago James Kent, Justin Whitfield and his brother, Ben, decided they wanted a proper château, complete with moat, turrets, hunting woods and roaming deer. "We looked at property prices in France and thought 'Why does anyone want an estate in Scotland or a rectory in Oxfordshire when they can have their own castle for half the price?'" says Mr Kent, a 28-year-old farmer from Buckinghamshire.

They bought a copy of the magazine *Demeures et Châteaux* (France's equivalent to *Country Life*) and found an estate agency based in Brittany that dealt with large properties. The agency gave them a list of Loire châteaux for sale.

In April 1989 they set out for the French countryside with only their O-level French and a very vague idea of what they were looking for. Twenty minutes from Angers and five minutes from the Loire in the soft, hazy countryside of Anjou they found the drive of Château Du Planty.

The present château is the fourth on the same spot and its predecessors stretch back to the 12th century. Built in 1872 and designed in the style of a Henri V hunting lodge, it is rumoured to have secret passages running to the nearby village and the church.



The lure of the Loire: 19th-century château in Anjou with 12 main rooms, 37 acres, moat, pond, outbuildings and "some modern conveniences", yours for FF2,680,000

After a surreptitious scout around the 150 acres of grounds, taking in the lake, the walled garden, the moat, turrets and the woods, the Englishmen were convinced.

Inside there were nine double bedrooms, a large dining hall and drawing room and a games room that could hold a billiards table, darts board and card tables. More importantly, according to the estate agent, there was no dry rot, no damp and a good central heating

'We've got to know the lads, the French food and the local Anjou wine'

system. It was just a little neglected; the half-acre walled garden was impenetrable, the top floor of the four floors was boarded up and wallpaper was peeling everywhere.

On their second visit to Château Du Planty, a month later, the young men put in an offer and eventually the owners sold them the château for FF2 million (£186,000) in August.

The first French neighbour the new owners met was met Guy Martin. He and his wife Jeannine owned the farm next door and within half an hour they had offered to look after the gardens, arrange for a daily, do the accounts and clear out the wood — all for free.

"I thought there would be a lot of animosity from their school days, who runs his own construction company, came down a couple of months after they bought it to advise on building work and was hooked. He took a 12.5 per cent share, flew his building team out and has spent the last two summers getting the château into shape and building a large swimming pool in the walled garden using a teach-yourself book.

Stephen Davies, aged 27, a friend of the Whitfields from their schooldays, who runs his own construction company, came down a couple of months after they bought it to advise on building work and was hooked. He took a 12.5 per cent share, flew his building team out and has spent the last two summers getting the château into shape and building a large swimming pool in the walled garden using a teach-yourself book.

Because the notary's fees were high and the château needed restoring, the three new owners decided to get some more shareholders, and eventually, rent it out. "It costs £20,000 a year just to keep the château ticking over without any improvements, we already had a £100,000 mortgage and had also borrowed £50,000 for renovation," Mr Kent says. "First, we wanted just one other shareholder, but then two others wanted a share so now there are six of us. Any more would be unmanageable."

Each shareholder owns a percentage of the château and they split the running costs equally. "We get on so well that we don't have any rules about who has the château when, we just pile in together," Mr Whitfield says. They have a written agreement that if they want to sell their share they will offer it to the other shareholders first and a gentleman's agreement over who else they can sell to. "If one of us marries, I think we will have to make it more watertight," Mr Kent says.

There were 15 of us getting to work with diggers, hand-saws, excavators and paint," Mr Davies says. "We all love the French. We've got to know the lads, the French food and the local Anjou wine. One builder is now engaged to a girl from the village."

Last week "the Plantys" came second in the annual local seven-a-side football tournament. Next weekend they are importing a team of friends to see if they can beat the village team for the first time. They play tennis free at the local club in return for playing a few matches with the club president, Gerald Raimbault (Rambo) the mayor, electrician and plumber of the village did his apprenticeship at the château 30 years ago and lends his services free in return for use of the pool.

Ben Sellars, the co-proprietor of a design consultancy and a friend of Mr Davies, became another shareholder

(he also bought a 12.5 per cent share) because he liked the idea of turning the château around and making it work. "Being in marketing I could see its potential but it still wasn't working financially. We weren't getting enough rentals to pay for the day-to-day running," Mr Sellars says. He took charge of the rentals, producing professional brochures and contacting holiday companies. Before the château was rented out to

friends and acquaintances. This summer it has already been booked for 20 weeks at £2,500 a week and people are beginning to book for next year. Until the château is completely restored they will try to rent it out for at least half the year. The shareholders go down in between rentals and have the château to themselves for the rest of the year.

The extra money from the rentals is beginning to finance the restoration. The inside of the château has been redecorated (with help from a girlfriend who is an interior designer). Their next plan is to stock the lake with fish. Then they want to convert the out-houses to accommodate another 20 people and plant formal gardens. They are holding a ball for 500 locals and English friends in the autumn to raise enough money to build their own tennis court and to help fund a new playground in the local school.

There are some cautions. "If you are not near a port you have to be near an international airport, otherwise it is very difficult to rent," Mr Kent says (the château is only a half an hour drive from Nantes airport which has direct flights to Gatwick). "Don't buy a château with no central heating or wiring, or it will be a year before you can even live in it," Mr Davies advises.

"A château, like a dog, is for ever. It needs constant care and attention," Mr Sellars says. "The place is addictive. When the others first bought it they just wanted to do it up and then turn it around. Now we all want to keep it for our grandchildren."

● The English agents for the château shown above, still for sale at the time of going to press, are Rutherford (tel: 071-351 4454).

Alive with the sound of markets

Shopping is what women in Gascony do when they're not cooking. If the feminist aversion to household chores should ever extend this far, and there is not much sign of that, it will be the end of Gascon civilisation as we know it.

The women will refuse to go to market, the daily supply of fresh food will cease and McDonald's and Pizza Huts will reign unchallenged. It is just too awful to think about.

But why dwell on the self-inflicted horrors of future generations? For now, the shopkeepers and stallholders thrive in all their splendour and variety. Every small town has its market and up to midday, when everything stops for lunch, they are alive with the sounds of hard bargaining.

It is not price the Gascons worry about so much as quality. If that joint of meat looks leaner and more tender than this joint of meat, then that joint is what madame will have, no matter how forcefully *le boucher* argues to the contrary. In the frenzied search for the best buy, fruit is turned and fondled, vegetables are squeezed, fish is sniffed. Who would think of buying an unknown cheese without first tasting a slice? Only the untutored English tourist, whose natural diffidence combined with an eagerness to get back to the pool

earns a dismissive smirk from rival customers.

The surprise for the newcomer is how much live produce is for sale. Coquillages and escargots are to be expected but not gathered together in such claustrophobic profusion. Claws unfettered, crabs and lobsters probe for escape; snails are bundled up in

plastic bags, a demi kilo a time. Ducks and chickens are paraded in wire cages, for some reason always at ground level so that they spend their last hours peering up at the faces they are destined to feed. Pigeons, too.

There was a time when every Gascon farm had its *pigeonnier*, a stone tower with a conical tiled roof. The pigeons were well-cared for their eggs and their easy conversion to pot roast but more especially for their droppings which, strong in nitrates, made a powerful fertiliser. The *pigeonniers* in Gascony are still as common as windmills in Holland although nowadays they are mostly derelict. But the birds themselves are still treated with respect. Pigeons destined for the casserole can be more expensive than quail or partridge.

and to buy what needs to be fattened. Hagglings are loud and incessant. It is a bit like the stock exchange but with as many squawks as shouts.

The markets come and go. The shops are open six days a week, seven in the villages where business is dependent on urgent necessities and market day after-thoughts. Service is professional and considerate. It is barely possible to buy food without culinary advice on how best to get value for money.

Advice of a more general nature is available at the village boulangerie where from 8am to 10 each day the ritual of buying bread takes place. The enduring image of France is of a baguette tucked under the arm or strapped to the back of a bicycle.

But it is the nature of the purchase that is every bit as traditional as the purchase itself. In our village, and in countless others, the boulangerie is as much a community centre as a shop. The proprietors are a middle-aged couple. Madame (short and fat) dispenses the loaves while monsieur (tall and thin) dispenses opinion on matters of importance: the weather, the parlous state of the rural

economy and the prospects for the Dutch emigrants who have set up a camping site on the edge of the village.

Nobody is served so quickly as to inhibit conversation. This requires madame to perform her duties with a flourish. The lengthiest transactions occur on Sundays or whenever there is a *jour de fête*. It is then that madame opens a second front with a counter of sticky cakes, notably *tarte aux pommes* and *tarte aux pruneaux*.

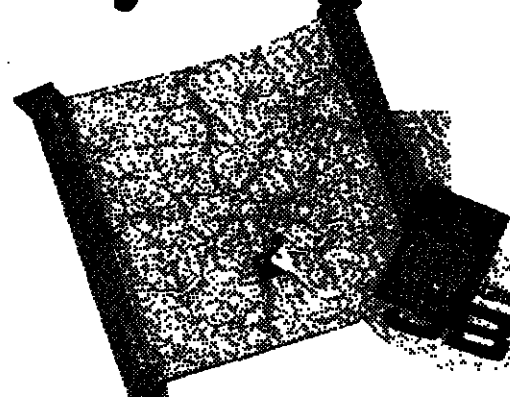
Each purchase must be placed in a carton which is then tied with pink ribbon, an exercise of such delicate elaboration that monsieur has all the time in the world to entertain the queue.

The Parisiens who come here for weekend breaks (the 400-mile journey by TGV now takes a little over three hours) have no patience with the Gascon-style of shopping. They and their urban-minded counterparts make directly for an out-of-town supermarket.

At Agen, the biggest town within a 30-mile radius, the supermarket was closed recently for a thorough refit. When it reopened, the radical change was the increase in the space given to food counters where customers could be served just as in ordinary shops. Meanwhile the Agen market, at the heart of its town and its culture, continues to thrive.

BARRY TURNER

Ferry booked!



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Parisian breaks

The Times in association with T.A.T. European Airlines and Copthorne Hotels, is giving readers the chance to win one of five luxury two night breaks in Paris.

The winners of today's competition and their partners will be flown from Gatwick by T.A.T. European Airlines the French independent airline, to Charles de Gaulle Airport. In Paris, the winners and their partners will stay for two nights at the four star Hotel Copthorne Commodore, recently extensively refurbished in traditional Parisian style located in the "Golden Triangle" of downtown Paris, near the Opera and the Stock Exchange, and at the heart of the business and shopping districts.

Today's winners will also receive two complimentary tickets for a boat trip on the Seine taking in all the famous Parisian sights.

To enter, simply telephone our competition line on 0891 700 149 before midnight tonight. You will be asked to give your answers, and leave your name, address and telephone number. Calls cost 36p per minute at cheap rate and 48p per minute at all other times. The winners will be selected at random from all correct entries received by

midnight tonight and notified by telephone tomorrow. The winners' names will be published in *The Times* next week.

Conditions of entry: Employees (and their relatives) of *The Times* Newspapers Ltd., T.A.T. Copthorne Hotels or their agents are ineligible for entry. The Editor's decision is final. No correspondence can be entered into. *The Times* competition rules apply — available on request.

THE QUESTIONS

1. Name the formal garden in front of the Eiffel Tower
2. How many passengers did T.A.T. European Airlines carry in 1991? Was it a) 1.5 million; b) 3 million or c) 5 million?
3. What is the name of the University of Paris?

The answers to Tuesday's questions will be given tomorrow

● The patron saint of Paris is St Genevieve, not St Denis, as given yesterday. Five new prize-winners will be chosen.



Fishing boats in Dieppe

Artist's quay

It's always a good moment when the ferry arrives at Dieppe, with a tempting line of fish restaurants stretching away round the harbour. Perhaps the first thing to do is to have a drink at the Café des Tribunaux in the middle of the town, where Oscar Wilde, Monet and Whistler used to sit. The harbour is full of fishing boats with their fresh catches, the seafront is lined with hotels of fading splendour, and narrow streets take you through the markets to the Gothic church of St-Jacques. Steaks are good but fish reigns supreme. Two restaurants to note are: A la Marmite Dieppoise, with a rich fishy casserole after which it is named (8 rue St-Jean, 010 3335842426); and Armorie with its oysters and brail (17 Quai Henri IV, 010 33 35842814).

Free return trip

THE exclusive Passport to France travel offers continue with *The Times* giving you the chance to save up to £190 by sailing to France with Sealink Stena Line ferries before August 31, 1992 and receiving a second ticket for a return cross-Channel trip. The offer is available on the Dover-Calais, Southampton-Cherbourg and Newhaven-Dieppe routes and gives you the freedom to do as you like. Perhaps relaxing on the beach, touring the vineyards sampling a little local produce, or spending time in a villa in the Dordogne. To qualify for our exclusive Sealink offer, readers of *The Times* are invited to book and pay for an all-in car standard return at the brochure price for travel before August 31. The all-in car standard return fare entitles up to five persons (including the driver) to take any length of car by Sealink for a minimum seven-day stay.

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THE TIMES
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friends and acquaintances... The summer of 1933, when... friends and acquaintances... The summer of 1933, when... friends and acquaintances... The summer of 1933, when...

How the fizz went flat for a front man

Ribbentrop was loyal to his Führer but to nobody else. Ian McIntyre reviews his life

Ulrich Friedrich Willy Joachim Ribbentrop (he acquired the "von" later from a branch of the family that was entitled to it) was born in 1893, the son and grandson of imperial officers. On trial at Nuremberg, he wept when the court was shown old newsreels of Hitler. "It was shattering," he said, "as if a dead father had returned to life."

Sir Robert Vansittart wrote memorably that Ribbentrop "suffered from the sore vanity of a peacock in permanent moult". Goebbels said of him that he "bought his name, married his money and cheated himself into his job". His mother-in-law said that he "could walk over dead bodies". John Weitz tells us that much of the research for this biography was deeply painful. If his Jewish parents had fled from Berlin any later than August 1938 he might not have survived to undertake it.

The man who ended up as the Third Reich's foreign minister was very much a Johnny-come-lately to the Nazi cause. The number on Hitler's party card was 7; Ribbentrop was 1,119,927. When Hitler urged Hindenburg to appoint him

HITLER'S DIPLOMAT
The Life of Joachim von Ribbentrop
By John Weitz
Weidenfeld and Nicolson, £20

litre Mercedes that did three miles to the gallon and sending his son to Westminster. "Bring me England into the anti-Comintern Pact," his Führer had told him. "I'm sending you as the best horse in my stable."

The racegoers were unimpressed. When he presented his credentials at the Palace, he gave the Nazi salute as he backed out of the presence. At a meeting of the Anglo-German Fellowship, attempting a compliment to the strongly Germanophile Lord Mount Temple, he perpetrated an even more monumental gaffe: the Lord, he said, was one temple which must not be destroyed — it was too useful, "despite the Lord's Jewish wife". The cartoonist David Low renamed him Brickendrop.

In 1938 he became foreign minister. Visiting Vienna after the Anschluss, he appropriated the globe which had belonged to Metetrich and had it removed to Berlin. He also had a new diplomatic uniform designed by the theatrical designer Benno von Arnt — a sort of admiral's rig with rings on the sleeve denoting rank. "Herr von Ribbentrop," shouted Göring, "you look like the doorman at the Rio Rita Bar."

It was not for lack of trying, but neither Göring nor Goebbels managed to unseat the man they called "Hitler's parrot". The summit of his achievement was the Soviet-German Non-Aggression Pact. When he flew to Moscow to sign it in August 1939, Hitler's photographer Hoffmann was in the party. He had special instructions to photograph Stalin's earlobes so that the Führer might judge whether they were properly Aryan or betrayed some Jewish blood.

Jewish blood was one of the things that eventually sent Ribbentrop to the gallows. By 1941 the army and the party were in the ascendancy, and it was plainly only a matter of time before Hitler tore up the pact of which Ribbentrop was so proud. He ordered the foreign ministry to help with the Final Solution, and soon it was deeply involved with the SS in "displacing, relocating, resettling, cleansing" and all those other chilling euphemisms.

The American Army sergeant charged with performing a similar service for Ribbentrop in October 1946 did not spring the trap as expertly as he might, and the process of "relocation" took the best part of ten minutes. "I shall go on my way with pride," he wrote to his wife, "and belief in eternal life."

Weitz says that his research took him to archives all over Europe. It is not clear whether he was equally assiduous in visiting libraries. A bibliography for a book on the Nazi period that omits names like Martin Broszat, Eberhard Jäckel, Hugh Trevor-Roper and Alan Bullock must be viewed with some reserve. However, all she has produced is a most unconvincing fable.

Summer Rain is about an immigrant family — father Italian, mother Russian — living on social security in the desolate Paris suburb of Vitry. Among their many children, who roam the streets and never go to school, is the boy Ernesto. He tries school, but after a few days refuses to go any more on the worryingly paradoxical grounds that they teach him things he does not know.

When he says this, his mother, fed back sensitive, understands that he is a genius. What is more, she is right. By just standing outside the windows of schools and



Ribbentrop on trial at Nuremberg

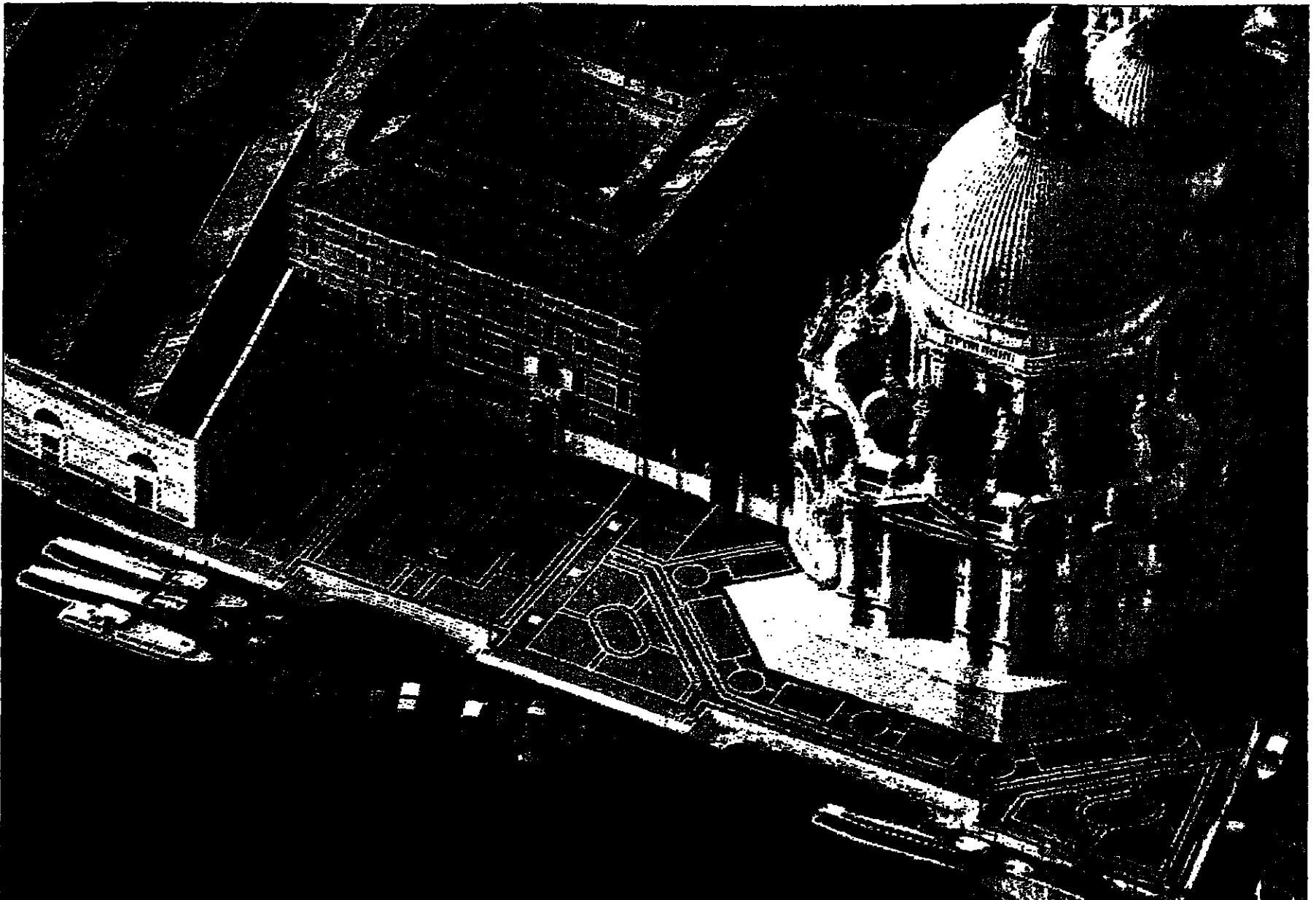
to the high-sounding post of "Plenipotentiary for Matters of Disarmament" in 1934, the old man said: "What, that wine merchant?" His first post-war business deal had been to sell six cases of Moët et Chandon champagne, 1911 vintage — acquired by bribing a sergeant working in a British officers' mess.

He was, Weitz writes, "like the man in the next Concorde seat". He was well connected, spoke good French and English, played a decent game of tennis: slender qualifications for an adviser on foreign affairs, but it suited Hitler to have him as head of a sort of alternative foreign policy think-tank under Hess.

Ribbentrop was scarcely capable of drafting a coherent letter, but he was endowed with the persistence of the deeply stupid and he had his successes. One of the earliest was the 1935 Naval Agreement with this country.

Ribbentrop, now pompously styled "Ambassador Extraordinary of the German Reich on Special Mission", set out his proposals in crude "take it or leave it" fashion. The British, to the rage of the French, took it, agreeing to the German formula of 35 per cent of British naval strength and 45 per cent in submarines — the weapon which had proved near-fatal to them in 1917.

Ribbentrop returned to London as ambassador three years later, but he failed to grasp that there was more to diplomatic effectiveness than being driven round in a seven-



S. Maria della Salute, Venice. Guido Alberto Rossi's picture is from *Over Europe*: aerial studies by 14 photographers with text by Jan Morris (Times Books, £29.99)

Rolling stone of Venice

Nobel prizewinner Joseph Brodsky has turned his Venetian obsession into a book, but Caroline Moore is not convinced

WATERMARK
By Joseph Brodsky
Hans Hamilton, £12.99

Readers who expect a book about a love-affair with Venice should be warned: this is a book about Joseph Brodsky's love-affair with his own mind. Self-reflection is the order of the day, with long disquisitions upon mirrors, water, eyes, tears, and all the paraphernalia of a self-regarding metaphysical poet. For Brodsky, indeed, all Venice is subsumed into his own mind: its labyrinthine intricacy "resembles a brain", so that "one's meanderings through the streets of this city... feels (sic) somewhat tautological."

That slip of grammar, though perhaps only a proof-reader's error, does make one wonder how many twists in this labyrinth are more confusing than clarifying, when the author himself gets lost in them. Some of the conundrums Brodsky sets might well be written down to the peculiar dictionary-drawn vocabulary of an author to whom English is not his native tongue. What Englishman would write "the earth is turning its other cheek to the luminary"? Here is Brodsky musing upon the evocative power

of the smell of freezing seaweed: "The source of that attraction, I'd always felt, lay elsewhere, beyond the confines of biography, beyond one's genetic makeup — somewhere in one's hypothalamus, which stores our chortle and ancestors' impressions of — for example — the very ichthus that caused this civilisation." Brodsky's diction is evidently even larger than my 12 volume O.E.D. And what, apart from a vague aura of pseudo-science, is gained by using the Greek word for fish?

For a moment, trying to make sense of it, I toyed with the notion that Brodsky was alluding to the Christian symbol; but, as he boasts, his vision owes "more to Claude than to the creed". Indeed, he parades an ignorance of Christian culture so complete that it must surely be studied. Musing upon the ubiquitous winged lions of Venice, he apparently believes them to be "products of the city's fantasy", and

is puzzled by their connection with St Mark — "he never went on a safari". I cannot believe that Brodsky, who has visited Venice regularly for 17 years, can really be unaware that a winged lion is one of the four beasts in Revelation, which traditionally signify the four Evangelists.

Equally odd is Brodsky's claim that in Venice "nights are low on the complete with light chestnut hair, Perugino ovals, gazelle eyes, nurse-like bosoms, wasp-waists, dark-green velvet dresses, and razor-sharp tendons". With all the sexual arrogance of his poetic hero, Donne, Brodsky decides that an architect with a pretty communist wife "should be cuckolded". This, we are led to infer, would be a piece of cake for our Hero; "but since,

like his wife, he, too, seemed to be a member of the CP, the job, I concluded, was best left to a comrade."

Watermark arouses irritation because it displays so much brilliance in a vacuum — a will-o'-the-wisp in self-created darkness. It is full of dazzling metaphors which almost work, and then succumb to their own cleverness. "On days like this, the city indeed acquires a porcelain aspect, what with all its zinc-covered cupolas resembling tea-pots or upturned cups, and the tilted profile of campaniles clinking like abandoned spoons and melting in the sky." Melting spoons? Clinking campaniles?

And this is the way he describes his inability to speak in the oppressive interior of a palace: "We were like a school of fish passing through a sunken galleon loaded with treasure, but not opening our mouths, since water would rush in." Fish not opening their mouths for fear of the water?

All tourists in Venice get lost. Brodsky, laden with intellectual baggage, at times leads himself thoroughly astray.

Heartless in the darkness

Rosemary Righter

MONROVIA
MON AMOUR
By Anthony Daniels
John Murray, £17.95

Towards the end of his stay in Monrovia, Anthony Daniels accompanied a Swedish television crew to interview the chief of staff of the armed forces of Liberia, the by then disarmed defenders of the late Samuel Doe's indefensible regime. The interview over, an aide pounces: the army has a few questions to return. There were several, Daniels muses, which might have caused his group some embarrassment: "Had we come to Liberia to further our own careers, did the destruction we found there confirm us in our feelings of cultural superiority, did the level of suffering in Monrovia match up to what we hoped and expected, or were we disappointed?"

This is disarming. But the reader is still tempted to put just such questions to the author (and to ask what prompted the publisher to class this unflattering chronicle as a travel book). Physician-wanderer, Daniels has practised in four African countries. The more miserably governed Africa is, it seems, the better it lends itself to his anatomy of the follies that "progress" can inflict on the human condition.

Daniels is a good observer. He generalises less than most writers who chronicle safely remote lands. And his distaste for the politically correct, so strong that it is the nearest note he strikes to passion, lends a nice wryness to his account. But this book leaves a more unpleasant impression than can be explained by the sickening scenes he describes. There is a feeling that the suffering matches his hopes. Whatever drew him to Liberia to conduct his autopsy — in the aftermath of a civil war which reduced Monrovia to a looted shell — it was not empathy with its human victims. His interest in what impelled them to such ruinous mutual slaughter is real, but clinical.

In one of the sacked public buildings he tours, Daniels finds Liberia's only Steinway grand piano, its legs neatly sawn off — as he sees it, in "long-contemplated but long-frustrated revenge upon a

whole alien civilisation". He tells some British photographers of his horror at the find. They shrug: what is a smashed instrument, when thousands of people have been killed? "I despaired then of my own country," he writes. "How had we come to breed such a race of barbarians?"

To set human lives above pianos is just the kind of liberal wooliness he abhors. But then, for Daniels, the piano is evidence for his thesis: that Liberia's problem lies in its people's failure to resolve "a conflict of identity between European thought and African feeling", a failure they share with the rest of the continent.

The odd thing is that the western liberals Daniels despises used — in different, "caring", language, of course — to utter variants on this theme. Developing countries, they argued, were too poor to afford democracy. The West should not seek to impose its own ideas about human and political rights on Africans.

In practice, Africans are proving remarkably tenacious in defending these values. This cynical, often funny book breathes a condescension which mars it. Daniels writes that he enjoyed his stay in Monrovia thoroughly, but he engages neither head nor heart as a Conrad or a Naipaul might have done. His Monrovia lacks Amour.

Downer and out in Paris

Derwent May

SUMMER RAIN
By Marguerite Duras
Translated by Barbara Bray
Harcourt, £13.99

Marguerite Duras's novel *L'Amant*, published in 1984, was one of her biggest successes, and the film version of it opens in London tomorrow. But her more recent novel, *Summer Rain* (*La Pluie d'Été*), is a very different kettle of poisons.

Rationalists the French may be, but when they turn anti-rationalist they seem to lose their heads. Marguerite Duras has always had a strong streak of the subversive in her, and in this book she wants to subvert our normal "reasonable" ideas of education and upbringing. However, all she has produced is a most unconvincing fable.

Summer Rain is about an immigrant family — father Italian, mother Russian — living on social security in the desolate Paris suburb of Vitry. Among their many children, who roam the streets and never go to school, is the boy Ernesto. He tries school, but after a few days refuses to go any more on the worryingly paradoxical grounds that they teach him things he does not know.

When he says this, his mother, fed back sensitive, understands that he is a genius. What is more, she is right. By just standing outside the windows of schools and

colleges, or simply working it out in his own head, Ernesto — who may be 12 or may be 20 — soon has a completely mature grasp of philosophy, chemistry and mathematics. But it gives him no satisfaction. Having reached the end of knowledge, he declares that all knowledge is useless. Only one thing matters to him — his love for his sister Jeanne.

Marguerite Duras obviously had great sport trying to upset received ideas with this story; but for most of its length it reads like a private joke. With its pages of jarring, incon-

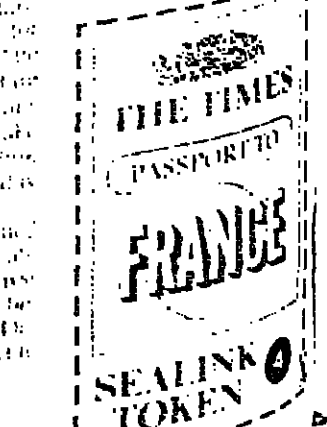
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Return from undiscovered country

Natasha Fairweather

MANFRED'S PAIN
By Robert McLiam Wilson
Picador, £4.99

The angry young narrator-tramp in Robert McLiam Wilson's prize-winning first novel, *Ripley Bogie*, castigates himself for uttering immature, inproper words in response to the death of his only friend: "Me spinning out the television dialogue, all liberally laced with the crap of youth. I should go to hospital. I need the script treatment."

Readers who come to McLiam Wilson's second novel, *Manfred's Pain*, expecting the verbal pyrotechnics which gave *Ripley Bogie* its new energy, will not find them. Gone are the endless neologisms and Joycean amalgamated words. Gone is the uneasy marriage of high literacy and the dog-dirty vernacular. Anguistic self-indulgence has given way to an understated use of English prose which is masterly. McLiam Wilson would appear to have had the script treatment.

Manfred is a London Jew who is growing old with the century. He has a pain in his gut, a "holocaust in his bowels". While he indulgently welcomes this harbinger of death he ruminates over the wasteland of his life. As in *Ripley Bogie*, McLiam Wilson shifts the narrative of a pendulum from the present (which finds Manfred struggling with the hideous physical realities of his exploding gut) to the past (with its greater abstract pain).

Manfred's father, conscious of his own failure, advises his son to identify what he wants in life and then to pursue it. His mother is

more circumspect, cautioning him about the dangers of desire. Manfred chooses to follow his father's advice, but this is a mistake since it is the women in this novel (in spite of being passive, two-dimensional characters) who articulate the truths of life.

Picking through the rubble of London after the war, Manfred meets and marries Rosa, a beautiful young Jewish woman from Prague who has changed her name to Emma. Emma has survived the death camp at Auschwitz-Birkenau and the death of her family. She cloaks her loss in silence, a silence which she takes, like a guilty secret, to her nuptial bed.

Wilson has a talent for describing the tiny gesture which betrays a greater truth. Closing the cupboard door on the birthday cake which Emma has lovingly made for him, Manfred realises that he is giving

free rein to the destructive side of love. He grows jealous of their son, of Emma's freedom and finally he is even jealous of the silence out of Emma. Manfred sentences himself to a life without sight of her: they meet on a park bench once a month, but Manfred averts his eyes. This is his pain.

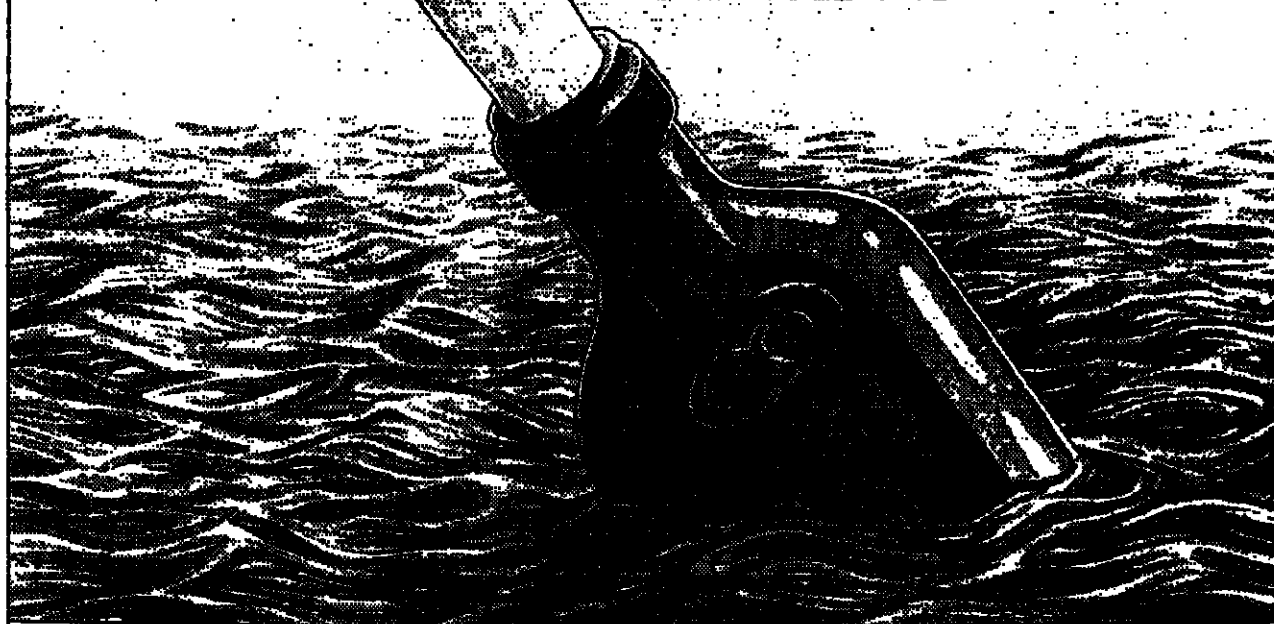
A new sub-genre of Holocaust literature has been spawned recently, as fashionable writers such as Martin Amis have been tempted to bend the events of the Jewish tragedy to their own particular narrative and stylistic needs. McLiam Wilson, who has generally done his homework and only rarely confuses Catholic with Judaic ritual, tries to side-step accusations of exploitation by allowing his authorial voice to be heard in an endnote. He informs the reader that Emma is real, alive and a friend to boot. It rings hollow.



McLiam Wilson: understated

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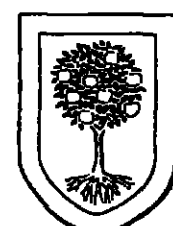


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The National Rivers Authority is responsible for environmental protection, fisheries, conservation, water resources and flood defence in England and Wales. With 8,000 employees spread over ten Regions, and Head Offices in Bristol and London, the Authority's turnover is in excess of £400 million.

Reporting to the Chief Executive, you will be responsible for the implementation of agreed NRA policy throughout the ten Regional management teams and the delivery of services to the highest possible quality standards. Working in the Executive Group with the other functional headquarters directors and leading the Operations Team of the ten RGMs, you will have the key role of planning resource requirements and allocating both finances and people, implementing projects nationally and initiating and managing the on-going operations of some 8,000 people throughout England and Wales.

With a good degree and relevant further business or academic qualifications, you will have a strong track record in managing a large-scale geographically dispersed operation. You will be skilled at motivating people to achieve excellence in the private or public sector, and able to work within tight financial controls and high public visibility. You will be a natural leader, a total communicator, and well-versed in establishing priorities, managing change and securing progress through your own ability and commitment.

In return, the benefits package includes a good salary and performance-related bonus, and an index-linked contributory pension scheme, etc. Above all, this high-profile position fills a key role in this major national undertaking.

Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable and Partners, Arkwright House, Parsonage Gardens, Manchester M3 2LF. Tel: 061-839 2000 quoting reference ST682E.

NRA is an Equal Opportunities employer.

Howgate Sable

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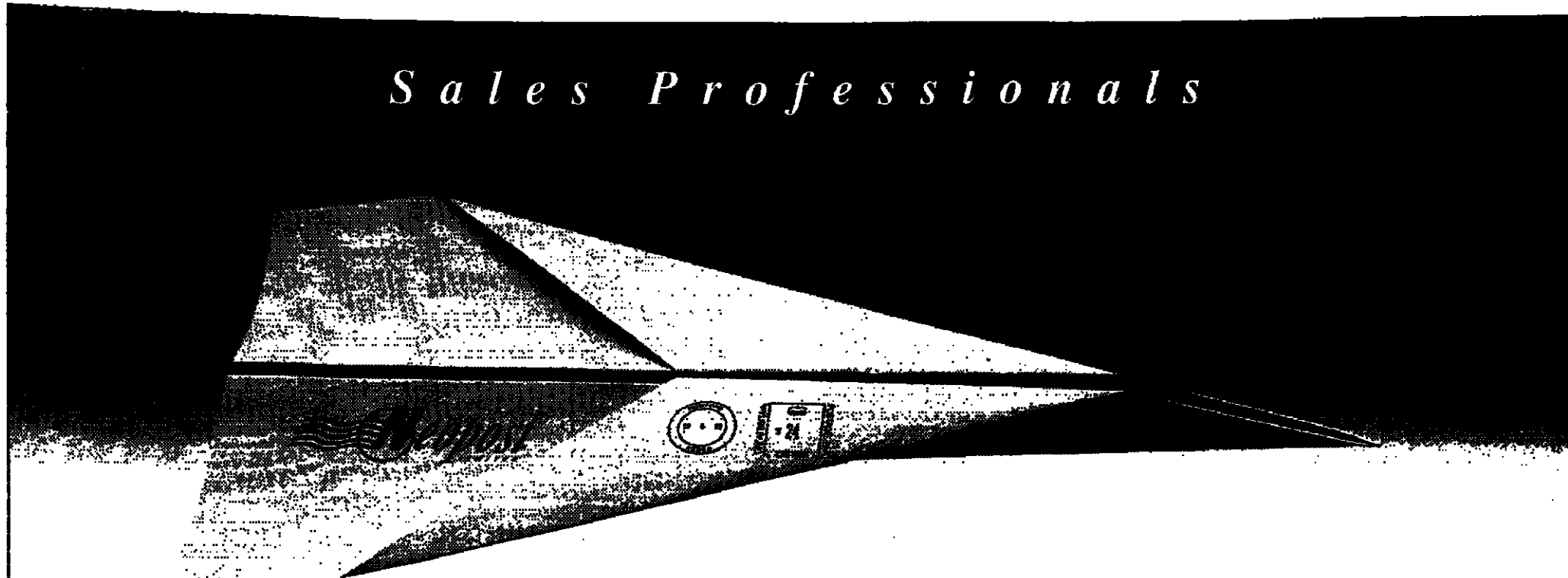
Mainland Executive Services
22 Suffolk Street, Birmingham B1 1LS.
Tel: 021-643 2924 (24 hr) Fax: 021-643 4272

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Sales Professionals



Stamp your mark on our future.

With the launch of a brand new range of products from a company that has led the field in Mailroom Management Systems for more than 40 years, Neopost is looking to rapidly develop its sales operation.

Now part of the world's largest independent specialists in this field, Neopost have a reputation for quality and service that ensures the success of our new product range. All we now need are the Sales Professionals to make it happen.

We are looking for Sales Professionals at every level throughout the UK from Sales Executives to Regional and National Management.

We offer individual and team development programmes to enhance the skills of all our employees. We would like to hear from highly rated Sales Professionals as well as people without experience but with high potential who are aged between 20 and 55.

As well as competitive salaries with OTE earnings between £42k and £52k, we'll provide you with an excellent benefits package including Company car, business expenses, contributory pension scheme and life assurance.

Please write with full c.v. to Miss M Kerfoot, Neopost Limited, South Street, Romford, Essex RM1 2AR, detailing what contribution you could make to our future, or fax details on 0708 728140.

Application forms can also be obtained by telephoning the Personnel Department on 0708 746000 between 9.00 am and 5.30 pm Monday to Friday.



INTEGRATION & IMAGING OPPORTUNITIES

Palmer & Webb Systems have established an enviable reputation in the networking market for business driven solutions. A critical success factor in achieving this reputation is the high level of professionalism, enthusiasm, motivation and technical expertise of its people. We are seeking to recruit additional high calibre personnel.

SENIOR COMMUNICATIONS & INTEGRATION ENGINEER (REF 1/01)

Pre and post sales support, supervision of customer care programme, solid Novell background, PC architecture (hardware and software), good Unix skills. Exposure to other communications platforms Unisys, IBM, DEC, and OSI. Salary c 25k.

SALES PERSON FOR C.O.L.D. AND IMAGING (REF 1/02)

Palmer & Webb wish to expand their successful C.O.L.D. and Imaging team selling solutions principally to the corporate market. Suitable candidates will have experience of Imaging or C.O.L.D. environments together with a clear understanding of the relevant technology. £32k+ package which includes bonus, car and private health scheme.

SENIOR SALES PERSON/ACCOUNT MANAGER (REF 1/04)

Senior sales person with proven track record of successful account development with major corporates. Suitable candidates will have experience of networking, integration and communications and a working knowledge of at least one mainframe vendor platform. Package of c. £40k including bonus, car and private health insurance.

Applications in writing to Palmer & Webb Systems, Fountain House, Cleve Road, Leatherhead, Surrey KT22 7LX, quoting relevant reference.

Palmer & Webb Systems
Worldwide Solutions

IT TAKES MORE THAN A PRESTIGIOUS BRAND TO GENERATE BUSINESS RESULTS
Marketing Manager

Entrepreneurial flair, negotiating skill, creativity - these are just some of the qualities our client is looking for in its new Marketing Manager.

And for good reason.

As a prestigious and internationally respected publishing operation, our client has developed one of the most effective promotional teams in the country. You will head up that team - using your skills to plan, negotiate and implement a wide range of promotions.

This will involve developing original ideas, negotiating contracts with famous name companies, and seeing promotions through from start to finish.

On a broader strategic level, you will identify changes in the marketplace and explore ways of transforming them into clearly targeted promotional initiatives.

Probably a graduate in your early thirties, you will be a business all-rounder with excellent marketing and promotions experience, ideally gained in a publishing environment. In addition, you will need real self-discipline, excellent communication skills, and the ability to lead and motivate a team of six professionals. An informed knowledge of Arts and Theatre is essential.

The rewards will fully reflect your performance in this tough, target-driven environment. These include a generous salary, outstanding benefits, and long-term career prospects that span our client's publishing interests.

So if you are ready for one of the biggest marketing jobs in the country, please write with full CV to Mike Smith, Rada Recruitment Communications Ltd., 195 Euston Road, London NW1 2BN. Please indicate any company to which your details should not be sent.

Rada
RECRUITMENT
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IT Consultants

Business Analysis and Quality Initiatives

£35K+ Bonus+ Benefits+ Car Camberley, Bristol, & Manchester

The Company

Admiral Management Services Ltd is a wholly-owned subsidiary of Admiral plc, a quoted public company providing IT consultancy, bespoke software development skills and training services to a wide range of customers.

The Opportunity

Faced with the need to tackle the demands of change and the ever increasing dependence on computer technology, our customers are turning increasingly to Admiral for practical, independent, high quality support. In particular, we are frequently asked by them to perform Business Analyses and provide advice on the introduction of Quality Initiatives to help improve their business process.

The Requirement

We are now seeking to recruit a number of experienced Consultants with the following consultancy experience and qualifications:

- implementation of quality management systems
- business analysis
- implementation of IT solutions
- Total Quality Management
- experience in a range of business sectors
- proven ability to develop business opportunities
- excellent inter-personal and written communication skills
- education to degree level

The Offer

Admiral has consistently grown since its formation in 1979 and our 1991 financial results show another record year in both turnover and profit. This growth allows us to offer wide ranging career opportunities to our staff. Our extensive training and personnel development programmes enable staff to progress to higher positions of responsibility within the company.

As well as a realistic base salary, the remuneration package includes a bonus scheme and other significant benefits.

If you believe that you possess the skills necessary to meet our requirements, then please write explaining how you would satisfy the requirements enclosing a full CV to:

Margaret Picken
Admiral Management Services Ltd
Kings Court
91-93 High Street
Camberley
Surrey GU15 3RN
(Tel: 0276 686678)



MANAGING DIRECTOR SALES

(Designate)

PACKAGE OF AROUND £90,000

QUALIFICATIONS

We are a small established, growing international company, with a leading position in the systems software industry.

Our broad range of products can be found in many large MVS Data Centres.

The challenge is to develop the U.K. operation to its full potential. This includes sales, technical and administrative teams based in the South East.

A high degree of initiative is required as you will have full profit and loss responsibility.

There are negotiations with major customers and the brief is to maximise the growth of this rapidly expanding operation by leading and driving.

• Mature sales director aged 35-45, with senior sales and management experience.

• Senior level negotiating experience. Systems orientated.

• Energetic, well organised and committed to quality and growth. Strong leader. Will need to travel extensively within U.K. and Europe.

• You will be qualified to degree level and have proven track record of sales success. To lead a highly skilled team you will require first-class management and motivational skills.

For further information about this exciting and challenging position which offers satisfaction from a job well done as well as an excellent remuneration package with large company benefits, including company car and share options, please fax a detailed CV including your daytime telephone number to the following fax number in Germany.

49 - 211 - 132237

Management Consultants
for the Environment

London, Glasgow and Birmingham

If the challenge of a senior position in environmental consulting with the UK practice of one of the world's largest accounting and consultancy firms is your next step for career development, then read on.

Environmental legislation and new standards, together with pressure from customers and investors alike, have galvanised leading companies into taking steps to improve the management of their environmental performance. They are also seeking competitive advantage through the development of environmental technology and through products least damaging to the environment.

KPMG's National Environment Unit works with businesses and public organisations to:

- develop management solutions to enhance environmental performance;
- undertake environmental reviews in support of acquisitions or management buyouts;
- exploit significant growth opportunities for businesses that make environmental protection equipment and other allied services;
- develop and evaluate public sector environmental policy and its implementation.

Due to expansion in this sector, KPMG seeks consultants in London, Birmingham and Glasgow. Successful applicants will have a science degree or post-graduate qualification in environmental science, coupled with well-honed entrepreneurial skills. Industrial experience, ideally in a blue chip company, within an environmental management post, is desired. Highly developed communication skills at all levels plus well rounded personal skills are a prerequisite.

Please send your CV with full salary details to: Angela Tambini, KPMG Management Consulting, 8 Salisbury Square, London EC4Y 8BB, quoting ref. EMC692ST.

KPMG Management Consulting

SEARCH & SELECTION CONSULTANTS

All Locations

£ Exceptional

■ Theaker Monro and Newman is one of the most successful, new-style human resource consultancies. Established in 1989, our client list now includes many of Europe's leading companies and public sector organisations. Our success owes much to our strong business orientation, rigorous and in some cases, unique methods, and an overriding commitment to quality.

■ We are now looking for a number of high-calibre consultants to join our team throughout the UK. You will be responsible for developing business in nominated sectors areas of the country, and carrying out recruitment assignments at middle and senior management level. There will also be an opportunity to participate in a variety of HR consultancy projects.

■ You will probably have a successful track record with a well-known recruitment consultancy, but we would also be interested in talking to you if you have sold other types of consultancy or business-to-business services at Board level.

■ Our salary and performance-related pay structure is excellent. Our policy is to retain our key players, and we provide incentives to meet longer-term aspirations.

■ Please send your CV to me, Charles Theaker at Theaker Monro & Newman, Wrens Court, 60 Victoria Road, Sutton Coldfield, West Midlands B72 1SY. All replies will be considered in total confidence.

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Managing Director Designate

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c.£38,000 + Car + Benefits

Midlands

An outstanding opportunity to develop a distribution business within a significant company. Broad remit with full general management responsibility. Outstanding future prospects.

THE COMPANY

- ◆ New national distribution company.
- ◆ Supplies specialist products and services to niche markets.
- ◆ Highly responsive and dedicated to total quality. Offers clients a total distribution service.

THE POSITION

- ◆ Total responsibility for developing company infrastructure and driving business forward.
- ◆ Maximise resources and potential through skillful team management and development of customer base.

- ◆ Control margins and budgets to increase profit potential.
- ◆ Provide strategic input for long term commercial and operational development.

QUALIFICATIONS

- ◆ Highly commercial warehousing and distribution professional with proven general management experience. Aged 30 to 45.
- ◆ Strong team builder with superb management and customer liaison skills.
- ◆ Highly intelligent & analytical with drive.

Please write, enclosing full cv, Ref BL2405
NBS, Bennetts Court, 6 Bennetts Hill,
Birmingham, B2 5ST



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Director of Operations

Offshore Engineering and Construction

c.£60,000

Greater London

Important opportunity for dynamic Senior Project Manager with general management experience to create policy, take profit responsibility and diversify business into new arenas of activity.

THE COMPANY

- ◆ European subsidiary of substantial multi-national. Well funded, £multi-million turnover.
- ◆ Involved in all aspects of design, engineering and construction.
- ◆ Growing. A strong order book.

THE POSITION

- ◆ Heads up Operations Division. Reports to Managing Director. Full profit responsibility for projects.
- ◆ Controls project managers and project management services, construction and procurement through departmental Managers.

- ◆ Key tasks to establish policy, control project timescales and quality. Maintain and build client relationships.

QUALIFICATIONS

- ◆ Probably aged 40-55. Chartered mechanical, chemical or structural engineer.
- ◆ Substantial senior project management track record necessary.
- ◆ Offshore background essential. General management experience. Strong leader with commercial acumen and "presence".

Please write, enclosing full cv, Ref SL2408
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER



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Head of Systems Security

Strategic IT Role - DIY Retailer

EAST MIDLANDS : c.£38,000 + Bonus and Car

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Their business is highly dependent upon quality systems, and having made a major investment in technology, they seek to recruit a high-profile individual into this new strategic role.

Reporting to the Finance Director, your objectives will be clear; to provide advice to senior management on information security requirements; to implement an information systems security management process covering planning, implementation and essential monitoring; and to develop systems security awareness to educate management and staff at all levels in this crucial discipline.

Liaising with the highest management levels in both business and technical environments will enable you to demonstrate your business-oriented, commonsense approach to defining security guidelines; and your communication and

facilitation skills will ensure their implementation and ongoing maintenance.

Ideally a graduate with a background in consultancy, security projects or internal audit in a retail/financial services environment, you will possess an innovative and pro-active approach, and have the ability to think in both strategic and tactical terms. While a broad understanding of both IT and security issues is essential, technical skills are of secondary importance. Ambition, dynamism and the personal qualities to motivate others are key in coping with the demands of this position.

The salary package is impressive, including bonus, company car, pension, medical insurance and, if appropriate, relocation expenses.

To apply please forward full career details, quoting reference TB/349 to Tom Bowman, MSL Advertising, Recruitment Resources, 32 Aybrook Street, London W1M 3JL. Applications will be forwarded direct to our client.

MSL Advertising

Change Management Consultant

Quoted Utility

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Consultancy Contract

Unique opportunity for dedicated, experienced, pragmatic professional to champion organisational change and development in an emerging privatised industry.

THE COMPANY

- ◆ Major provider of fundamental public service.
- ◆ Multi £bn British plc. Highly profitable. 14,000 staff throughout UK.
- ◆ Committed at highest level to ensuring best practice in all areas of OD management.

THE POSITION

- ◆ Devise and project manage major value adding initiatives in organisation development.
- ◆ Key member of small, professional team examining a range of operational issues.

- ◆ Facilitate execution of strategic plan to maximise effectiveness of resource management.

QUALIFICATIONS

- ◆ Graduate, aged 30 upwards, preferably MBA with practical experience in designing and implementing major change/OD programmes.
- ◆ Senior line management or consultancy exposure, ideally in large corporates. Robust and energetic with gravitas. Credible at highest levels.
- ◆ A strategic thinker with first class interpersonal skills.

Please write, enclosing full cv, Ref L2394
54 Jermyn Street, London, SW1Y 6LX



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LAURA ASHLEY

MARKETING DIRECTOR - UK

Laura Ashley is seeking an experienced, dynamic and innovative professional to take on the high profile role of Marketing Director - a role which will present the opportunity to play a highly influential part in the company's future.

Working as part of the executive team reporting to the Managing Director, you will lead and co-ordinate the formulation of marketing strategy, in addition to making a significant contribution to the overall strategic development of the company as a whole. The person appointed will, in conjunction with colleagues worldwide, play a major role in the future development of the Laura Ashley Brand. As well as constantly reviewing positioning and style in relation to market trends, you will use your creative flair to enhance the Laura Ashley Brand and identify other opportunities to strengthen it.

Applicants with an appropriate background and experience are likely to be graduates, in their mid-thirties, with a successful record in a commercial enterprise similar to our own. An articulate team player, you must also possess experience in product positioning and building, together with the formulation of marketing and overall corporate strategy.

Your abilities will be rewarded with an outstanding remuneration and benefits package fully commensurate with the seniority of the position.

To apply, please write in the first instance to Keith Wainwright, Human Resources Director - UK Retail, Laura Ashley, 150 Bath Road, Maidenhead, Berks SL6 4YS.

Laura Ashley is an Equal Opportunities Employer.



HUMAN RESOURCES MANAGERS

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c.£30,000 + Bonus + Car

Our client is a £200m subsidiary of a multi-national plc engaged in the supply of a range of support services for industrial, commercial and public sector organisations. The business is strongly customer driven, has a reputation for quality and service and is highly profitable.

Currently embarking on a major programme of cultural and organisational change, the company recognises the crucial importance of the human resource function in achieving success and has created these new roles to assist in the process. Your responsibilities will cover a network of branches in your region and you will be a partner to the commercial management in meeting their business needs. Specific areas of involvement will include organisation and management development, recruitment and selection, training,

compensation and employee relations, with a strong emphasis on communications.

A graduate, ideally aged 28-35, you will have generalist personnel experience gained in "blue chip" and service-oriented environments. Proactive in approach, you will be commercial in outlook and possess the desire for business involvement. You will have well developed interpersonal skills, high standards and an energetic approach coupled with maturity and sensitivity.

Please reply in confidence, giving concise career, personal and salary details and expressing location preference to Brendan Keelan, quoting Ref. L679.

Egor Executive Selection
58 St. James's Street
London SW1A 1LD

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AREA MANAGERS

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+ BENEFITS

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You should have at least two years experience as an Area Manager or Senior Store Manager in the retail sector with fashion experience an advantage. A knowledge of methods of operation within a highly structured multi site environment is essential.

Outstanding remunerative packages will be offered comprising of high basic salary, profit related bonuses, company car and many other executive benefits. Interested? Please send detailed CV, including current salary to the Managing Director at:

WHAT EVERYONE WANTS LTD
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By working together we have total commitment in helping you to find the right job. Our methods lead to hundreds of opportunities at senior level across a wide range of services and industries. £40K++ + Continued professional support from start to finish. Special Government interest free loan to help you over, if required. Call us on 071-488 1234 to learn how we can help you help yourself.

Management Career
Consultants,
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Will your exceptional aptitude for sales and management take you and your team to the top?

- Is it essential for you to be associated with products and service of excellent repute?
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- Can you enthuse and excite a team to achieve what they thought was impossible?
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- Do you naturally get close to your team members and intuitively understand the make up of each person?
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- Do you get a deep satisfaction from helping others develop and achieve success?
- Can you orchestrate resources flexibly and quickly to meet pressing demands?

A £multi-million turnover organisation, Stryker is a highly successful company, with business interests spanning surgical power tools to their exciting and expanding orthopaedic blood systems.

Now, to grow this new orthopaedic business even further, we are looking for a highly talented and motivated SALES MANAGER to develop and motivate a sales team - making a significant personal contribution to this exciting and challenging area.

Ideally, you should be from a background where you have sold medical products within the NHS, combined with experience of the operating theatre environment. However, and more importantly, we are looking for someone with the depth of marketing and selling experience who has the talent and skill to gain credibility and commitment when dealing with Consultant Surgeons, Senior Managers etc.

Excellent communication and interpersonal skills are essential, especially when liaising with product managers across the business and with clinical nurses who carry out training once the product has been sold.

We can offer an excellent basic salary and bonus, company car and the range of benefits you would expect from a major organisation.

If you can demonstrate the talent to succeed, please call Sharon Mason at the Varsity Recruitment Centre (Consultants advising on this key position) on 0932 828428 for an initial discussion. Sunday 14th June 10.00am - 1.00pm. Weekdays 8.30am - 7.00pm. Closing date: 19th June 1992.



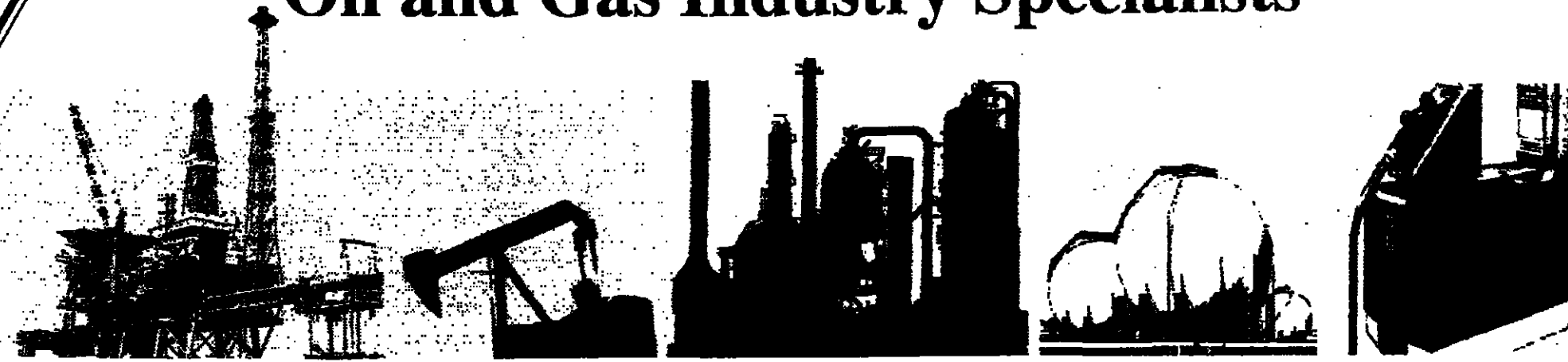
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EXECUTIVE OPPORTUNITIES

071-782 7826

MANAGEMENT CONSULTANCY - LONDON

Oil and Gas Industry Specialists



Success for our clients operating in the competitive oil and gas industry demands efficient, cost effective management of resources and customer-oriented products and services. Our consultants play an important role from drawing up feasibility studies to solution delivery and implementation.

The variety and scope of our involvement includes assignments in such areas as strategic planning, resourcing, marketing, IT, organisation and management and privatisation.

As one of the UK's leading firms of management consultants and accountants, Coopers & Lybrand continues to develop its Oil and Gas Group.

We now seek further sector specialists with expertise in the following areas:

- Strategy, Economics and Marketing
- Organisation and Management
- Human Resources
- Information Technology
- Accountancy and Financial Management
- Manufacturing, Engineering and Logistics.

You should be a graduate with at least eight years' relevant oil and gas experience. You must be a good communicator, have excellent analytical and problem-solving skills and be flexible with regard to working overseas. Above all, you must be capable

of selling, delivering and implementing high quality consultancy assignments.

The breadth and challenge of our consultancy assignments presents an opportunity to develop both personal qualities and professional expertise. Our competitive remuneration package will reflect both your experience and potential.

If you can add to the strength of our team, please send your cv to Stephen Mitchell, Coopers & Lybrand, Plumtree Court, London EC4A 4HT, quoting reference ST018.

Coopers & Lybrand Solutions for Business

Career Evaluation

Allied Dunbar Assurance plc have branches throughout the South East and are looking for intelligent and professionally minded people between 25 and 30 to market their range of financial services.

If you have ever wondered whether a career in sales or marketing would suit you, this is your opportunity to find out. We would like to invite you to attend a meeting to be held shortly which would discuss and explain the opportunities available within the Group and also - most importantly - offer a **COMPREHENSIVE ALTERNATIVE CAREER EVALUATION** exercise.

We have for many years prided ourselves in our ability to select talent from outside the financial services industry and to develop very successful Financial Planning Consultants from those who have had no experience of sales in the past.

Please write with a brief cv to: **Easton House, Allied Dunbar, 1st Floor, Chickadee Court, 5, London Road, St Albans, Herts AL1 1AA or call 0727 836511.**

Opportunities exist in the following locations: Borehamwood, Central London, Crawley, Essex, High Wycombe, East Midlands, Birmingham, St Albans, Watford, Tunbridge Wells, Woking, N W London and other locations nationwide. Allied Dunbar Assurance plc is an Equal Opportunities Group.



CHEM SYSTEMS PETROCHEMICAL & POLYMER CONSULTANTS

Chem Systems is an international consulting group providing business and project planning services to the hydrocarbon, chemical and related process industries.

We are seeking two additional consultants, one to join our Petrochemical Practice, the other our Polymer Practice. The successful candidates will help us maintain and develop our leading positions in consulting on the techno-economic, market, commercial and strategic aspects of these industries.

Candidates must have a technical degree, at least five years' appropriate experience in industry and ideally be under 35 years of age. They must have first-class analytical and communication skills and be self-starters. These jobs offer excellent prospects for career development and a fully competitive salary and benefits package.

Please write enclosing full CV to: Geoff Pyke, Director, Chem Systems Ltd, 28 St James's Square, London SW1Y 4JH.

International Marketing Manager

Healthcare Products

Yorkshire

c.£40,000 + bonus + car

Our Client, a highly profitable Division of a major multi-national group involved in Healthcare seeks an International Marketing Manager.

Reporting to the Director of the Division your brief will be to direct, manage and develop the activities and the long term strategies of the marketing function. Emphasis will be directed towards both product and service elements to maximise and sustain the dynamic growth and profitability of the products on a worldwide basis.

You will probably be a graduate or MBA, ideally aged mid 30's, with an excellent record of success in the marketing function with a major healthcare corporation operating internationally.

You must be a strategist with strong leadership and interpersonal skills with a high level of drive and determination. Language skills would be a further advantage as would career experience working internationally.

The position has excellent long term career potential.

If you are interested, please telephone 0532 451212 or send your CV in confidence, quoting reference number 794, to Adamson & Partners Ltd, 10 Lisbon Square, Leeds LS1 4LY. Fax number 0532 420802.

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Major British Group

South Midlands Area

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THE COMPANY

Our Client operates autonomously within the Group structure of a major European company. The Group's activities include manufacturing and distribution of automotive components and accessories. Operating in many niche sectors, and at all levels of the market, the core business centres around marketing and distribution activities. Two high calibre business development managers are sought to support ambitious development plans.

THE CHALLENGE

The introduction to the company and its operations will be via a number of high profile projects which will significantly influence the future development of the business. These assignments will require the ability to operate comfortably at senior management level. Having "shaped" the business for the future, successful candidates may then expect to assume line responsibility within the marketing/commercial areas, with the potential to progress to a Director level position.

THE CANDIDATES

To succeed in these roles you must be proactive, a leader with good interpersonal skills. A minimum of five years management experience in either marketing, purchasing or finance, will have followed a degree and possibly an MBA. Experience of marketing products through a branch network would be preferable.

THE NEXT STEP

If you are interested in joining a business as it prepares to take the next step, which will ensure that its leading marketing position is further enhanced then please send your CV in confidence, quoting reference number 792, to Adamson & Partners Ltd., 10 Lisbon Square, Leeds LS1 4LY. Telephone number 0532 451212. Fax number 0532 420802.

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We are one of Britain's leading National Newspapers, looking for classified telephone sales executives to join our prestigious title.

REQUIREMENTS:-

Keyboard Skills - 40wpm

Enthusiasm

Determination

Aged 20-25

Experienced in one of the following:

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Business to Business

REWARDS:

High Basic Salary plus commission (a.a.e.)

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BUPA

Career opportunities

If you feel you can cope with a fast-moving, high pressured career with a market leader

Telephone us on Monday

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The driving seat

Woolworths is the largest buying force of blank tapes in Europe. We aim to build on that. And, rapidly increasing sales will see us more than treble last years outstanding growth in games consoles. Our recent record speaks for itself. Even in a recession profits rose.

Entertainment Buyer

Audio/Video Tapes
and Games Consoles

c.£30,000 + Car

Taking us from this already strong position, generating new activity in established sectors and driving forward to exploit new growth potential, is the kind of challenge you respond to.

A graduate of 25-30, you will need to bring to the role a maturity and negotiating strength which belie your years. Backed by extensive product knowledge, gained over 3 years or more in a retail marketing or buying function, or on the supply side.

After input and agreement on all objective and strategic issues with the Head of Buying Entertainment, you will have a high degree of responsibility on all tactical running of the area.

The opportunities for development, product and personal, are both exciting and varied.

A generous remuneration package includes private medical cover and pension scheme and reflects the significance we attach to this role.

Please post or fax your CV, stating current salary and quoting ref: C516 to our Consultant, Mike Beer or Penny Bailey, Juniper Woolf Nucleus, Gemini House, 180 Bermondsey Street, London SE1 3TG. Alternatively, telephone for a further discussion on 071 357 7141. Fax: 071 407 6175.

WOOLWORTHS



BARCLAYS LIFE HAS MORE TOP JOBS THAN THERE ARE ON THE REST OF THIS PAGE.

Right now, we need a lot more people to market pensions, savings and investment plans at Barclays Life. Could you be a candidate for one of these top jobs?

Rest assured, there'll be comprehensive training. In a relatively short time you will become familiar with the fundamentals of selling, interview techniques and communication skills. You will learn all about pensions, life assurance, investments, unit trusts and the wide range of products that are avail-

able from Barclays Life.

On joining, you will be attached to one of our branches and have access to a large customer base and the backing of the Barclays name. Nevertheless you will also be fully prepared to develop your own contacts independently.

Further support comes from our Marketing Department which constantly runs advertising campaigns to promote the products you will be selling.

We have vacancies in most areas but particularly need

recruits in London and the Home Counties.

So if you think you've got what it takes, can drive and have the use of a car, call us on 0800 585 388, and quote reference number TL2C186. We'll then arrange for you to attend a seminar.

All Barclays employees must comply with the high standards set in our ethical and running Code of Practice.

Barclays Life is an equal opportunities employer.

BARCLAYS

YOU'RE BETTER OFF WORKING AT BARCLAYS LIFE

FIBERNET

Fibernet Limited, market leaders in optical fibre data communications systems, have continued to flourish and now wish to appoint one new salesperson.

Fibernet's combination of products and services in the provision of multisignal multiplexers, local area network cabling hubs and ultra high performance F.D.D.T. and A.T.M. systems are unrivalled within the industry, resulting in an ever increasing list of prominent, satisfied customers.

Fibernet requires one additional salesperson to work in the Yorkshire/Derbyshire territory reporting to the Leeds office.

Fibernet is only interested in bright and successful salespeople who wish to develop a career within the company, and will provide remuneration and benefits above industry standards.

Please write in the first instance to the Personnel Manager enclosing a comprehensive and up to date C.V. at:

Fibernet Limited, Olympus House, Calvea Industrial Park, Aldermaston, Reading, Berkshire, RG7 4QW.

PROPERTY PROFITS!

Well established, successful family owned group in prestigious property management and letting business is now expanding nationwide. We are seeking ambitious people (M+F) to run their own business & join in our success! Minimum investment £15,000 - Gross incomes of £23,000-£50,000 1st year already being achieved!

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

NORTH ENGLAND MATERIALS DIRECTOR

We are a major subsidiary of a top ten plc and a market leader in the capital equipment industry. Our UK production facility has been extensively modernised and is a core element in our future manufacturing strategy.

Materials management is of key importance to our business and we seek an experienced materials professional who will report to our Managing Director to upgrade our purchasing, production control and stores activities.

Candidates should be university graduates preferably in their forties who can demonstrate a record of success in the application of modern materials management techniques to complex, high value products.

A remuneration package including an attractive base salary, significant incentive compensation, share option participation, company car and competitive fringe benefits will be tailored to attract the right candidate.

REPLIES IN STRICTEST CONFIDENCE TO BOX NO 9088

Computer Maintenance Sales Executive

OAS a subsidiary of Olivetti UK Ltd. specialises in the maintenance of WANG, WORDPERF, XDS SYSTEMS & PCs.

Experienced sales executives & independent consultants recruited to sell our services to selected target accounts. Excellent OTE.

For information, please telephone 0483 39496, or write to the Managing Director, OAS, OAS House, Merrow Lane, Guildford, GU4 7BN.

LEGAL RECRUITMENT CONSULTANT

Accredited legal recruitment consultant with leading professional recruitment company. Competitive fee. Working service sector sales role. DTS £30,000. Contact Karl Smith at: Wellman-Smith, 54 High Pavement, Nottingham, NG1 1HW. 0602 415111

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Freelance Salesman!

15 years experience. Excellent Track Record. Honours Degree. Own Car/Mobile Phone/PC. Available to represent your business on an Agency/commission only basis covering Aberdeen and the East of Scotland. Write to Box No. 9007 with full details.

COMPANY DIRECTOR

Product development champion and manager with excellent references and track record in high-tech capital equipment sales. New appointment. Innovative Chartered Engineer, 42, with successful experience of controlling Engineering, Projects, Development, Quality and General Management. Hands-on, direct, dynamic, no-nonsense advocate of cost-effective excellence. Available July for permanent or contract assignment. Box No 9023

INTERNATIONAL BUSINESS DEVELOPMENT CONSULTANT

Interested in working with an established, sound international forward looking company. Involved in developing existing or new potential markets. Can offer excellent contact with 15 years combined experience in business development, commercial real estate development and investment, trade finance marketing, fuel energy, research and feasibility. Apply to Box No 9022

MARRIED COUPLE

Swiss private post in general assistance to busy persons. Housekeeping, secretarial, business, practical advice etc. Experienced and willing general assistance able to cope with last minute changes. Currently employed by a family whose changed circumstances mean no longer needed. Highest reference and CV's available. London area. Tel: 081 892 2001.

INFORMATION TECHNOLOGY

COMPUTER JOBS, JAPAN Computer Techniques and Consultants for large-scale computer service companies in Tokyo. 1-year renewable contract. Salary £10,000 a year. For details, send resume to: 441-3-3446-7000, Tokyo, Japan. LINC Computer Inc.

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THE COMPANY

The Financial Training Company provides training programmes for a comprehensive range of professional qualifications, for example those awarded by The Institute of Chartered Accountants, The Securities and Futures Authority and The Stock Exchange. It also provides management training and technical update programmes through a wide range of courses and conferences. It has an established reputation as leader in its specialist professional training markets and is now rapidly widening its field of activities. Annual turnover is now in excess of £20m with a team of some 300 people.

THE GROUP

The Company is a key U.K. member of Wolters Kluwer, a £700m education and information services group whose interests extend throughout Europe and the U.S.A.

THE POSITION

Reporting to the Managing Director, this new appointment combines the responsibilities for the operation of two previously separate professional financial training teams providing courses for the City. Clients include leading banks, the legal profession, accounting firms, insurance companies and the investment community.

Managing your own team of experienced professionals, you will be fully responsible for the direction of your division and accountable for its performance. You will play a central role in the marketing of your division and winning new business.

THE FINANCIAL TRAINING COMPANY

OPERATIONS DIRECTOR

A MEMBER OF

Wolters Kluwer

THE PERSON

We seek a qualified and experienced professional manager who will bring a clear focus to the business achieving the development of growth plans, building long term value and introducing new products and services to our markets.

Probably in your mid thirties, you will be a graduate holding a further professional qualification. Essential attributes will include strong motivational skills and the ability to win confidence and establish your credibility. Experience with a professional training group or service based organisation is preferred. You must have a clear record of successful business achievement which shows the ability to develop, direct and manage profitable growth.

THE PACKAGE

An excellent benefits package will include a starting salary of £45K. In addition, a generous performance related bonus will reward achievement. A quality car, non contributory pension scheme, generous life insurance and health care for self and family are also provided.

HOW TO APPLY

Applications giving full details of qualifications and career history should be sent to:

Peter Jones, Wolters Kluwer (UK) Plc, Avenue House, 131-133 Holland Park Avenue, London W11 4UT.

Unrivalled opportunities exist to join the winning team

SENIOR ACCOUNT MANAGER

Package to £65K OTE, Car & Benefits

This leading European IT manufacturer and service provider is re-organising its doing a right. Having secured significant business within a number of key sectors they are particularly strong in Central Government. This is a rich, multi-national, multi-company system integration project environment where the stakes are high as are the opportunities for talented and dedicated professionals who enjoy team planning.

SENIOR PRE-SALES SUPPORT CONSULTANT

Package to c.£35K, Car & Benefits

This role is focused on the customer where it would be expected that over time they would grow to view you as a dependable and key member of their own team representing their best interests at all times, making what is a complex technical environment easy to understand and exploit to the full.

At the same time it is a full-function pre-sales support role working hand-in-hand with the Account Managers and technical team in the preparation of proposals, presenting on a wide range of products, architecture and technical services, requirements analysis, training needs analysis and course development.

High visibility will exist in supporting sales and marketing management at customer events and roadshows and by providing a product liaison service interfacing with UK and European headquarters.

Your technical experience must span networked Open Systems, data communications, UNIX systems software and preferably also includes an understanding of many related areas such as telecommunications, PCs and common applications.

These roles call for well-developed interpersonal, written and presentation skills embodied with real commitment and a desire to succeed and influence. Language skills would be an added advantage.

In the first instance call Bruce Wedderburn on (0628) 824-436, Sunday between 12 Noon and 6.00 p.m. or write to the address left quoting reference BW/805.



Cathy Tracey & Associates Ltd, Slaverston House, 3-5 Easthamstead Road, Wokingham, Berkshire, RG11 2EH. Tel: 0734 771100. Fax: 0734 771223

IT Programme Management

Locations in the North and South

Package to £50,000 p.a.

Opportunities have arisen in programme management within the IT department of a major organisation currently implementing a number of new application systems.

The programme management function is responsible for planning, monitoring and controlling strategic projects at programme level as an integrated whole. The function provides programme assurance via high visibility to senior management to aid decision-making for the delivery of the programme to time, cost and quality.

Suitable candidates will ideally be aged 30 - 40 years and will be graduates with several years IT project management experience. This experience should have

been gained on large scale application systems within a structured development environment. The posts will carry significant authority to ensure that issues are addressed and objectives met. Diplomacy and good interpersonal skills are therefore essential requirements.

These positions will initially be on twelve-month contracts.

Please write with your CV, quoting Advertisement No. 162/08/2001/117/3 to Marilyn Black, Resources International plc, 31 Bedford Square, London WC1B 3SG. Tel: 071-323 5544 until 10.00 pm each evening or 071-323 9045 late evenings or weekends. Fax no. 071-323 3094.



Astra was formed two years ago as the first successful Management buyout of a Civil Service department. It is now the nation's largest training company with a reputation for quality in delivering blue and white collar skills training. Turnover is in excess of £37M.

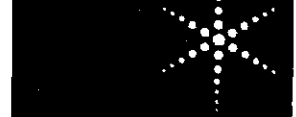
The Challenge we offer you is to develop the undoubted strengths of this young company with its strong traditions and set it on a course for doubling profitability within a three year plan. Key to this will be creating the appropriate Marketing and Sales drive. You will need to pioneer the development of accurate market analysis. You will head up existing marketing and sales teams and will yourself report to the Managing Director.

Whilst knowledge of the training business is desirable, far more important is the need for a proven track record in successfully positioning and achieving high levels of sales growth for personal service based products.

The successful candidate will be offered a main Board Seat and Executive Share Option within 12 months of taking up the appointment. The salary, performance bonus and executive car reflect the job. Relocation to our head office in Sheffield will be given.

Head of Sales and Marketing

Director Designate SHEFFIELD BASE



ASTRA TRAINING SERVICES

All interested applicants should send CV's to: John Shooter, Astra Training Services Ltd, Skills House, 3-7 Holy Green, Sheffield S1 4JG

ASTRA TRAINING SERVICES IS AN EQUAL OPPORTUNITIES EMPLOYER

SALES & MARKETING DIRECTOR

Packaging

Leeds

c.£40k+Car

With a turnover of £35m, 400 employees and an enviable reputation for technical innovation, quality and service, this highly successful company, part of a major British plc, is the UK's leading supplier of high quality packaging.

Recently occupying their custom built world class manufacturing facility - undoubtedly the finest in Europe - they now seek a professional, pro-active Sales and Marketing Director who will play a pivotal role in ensuring that the ambitious and demanding plans for continuing growth and development are achieved.

Candidates must be of graduate calibre, preferably with a business qualification, and have a proven track record of selling at

the highest level to blue chip customers in the food, confectionery and toiletry sectors. The ability to play a strategic role, both functionally and in the overall direction of the business, together with potential for future career development, is a prime requirement.

The demanding commercial arena plus the motivation and management of highly experienced sales, marketing and creative teams requires presence, energy and interpersonal skills of the highest order.

Please write enclosing comprehensive CV to Barry Eccles, Barnes Kavelle Limited, Human Resource Consultancy, Cavendish House, Queen Street, M1 4JG, West Yorkshire WF1 4BAH, quoting Reference 3731.

BARNES KAVELLE

EXCELLENCE



For many years, the name Mulberry has been associated with the design and manufacture of exquisite hand-crafted leather accessories and classic English clothing, earning a deservedly high international reputation.

Following the continued expansion of our retail business we are looking to further strengthen our management with these appointments:

RETAIL GENERAL MANAGER (UK)

With our UK Retail Operations doubling over the past 2 years and further expansion planned, an exciting new opportunity exists to lead our Retail Team. Responsibilities will embrace the full spectrum of retailing, from site selection, through control of stock purchasing to the development of personnel and training practices and policies for a professional Retail Team.

Probably aged 30 to 40, the successful candidate will be able to show measurable sales and profit achievement during at least the last 7 years in a senior multi-site Retail Management position. It is essential that he be placed within the quality, accessories/fashion clothing industry.

Applicants must also demonstrate the ability to plan, co-ordinate control and develop national retail operations. This will almost certainly be complemented by a high degree of self-motivation and outstanding communication skills with the necessary mobility that such an exciting and demanding role of this nature requires. Languages although not essential would be an advantage.

The package includes a generous salary and a range of excellent benefits, including relocation package, medical insurance, pension, car, and staff discount.

RETAIL PROJECTS PLANNING MANAGER Responsibilities will include the planning and co-ordination of resources in order to ensure that new Retail openings and re-its are carried out within agreed costing, time, and quality standards. Probably aged between 28 and 40 the successful candidate will be able to demonstrate experience in a project management discipline and will have special skills in planning, negotiation and communication.

Salary package including excellent benefits will be commensurate with experience.

To apply please send your full CV along with current salary and benefit details to: Janet Dodgson, Mulberry Company (Design) Ltd, The Brewery, Chiscompton, Bath BA3 4EH. Closing date 19th June 1992.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

EXCELLENT MARKETING OPPORTUNITIES

•OTC/PERSONAL CARE

•NORTH WEST

As an established manufacturer and distributor of high quality OTC pharmaceuticals and personal care products, our client enjoys success in a number of well defined niche markets. The company is now a subsidiary of a US market leader and is poised for significant expansion in the UK, Europe and the Middle East. To achieve its firm plans for growth, it is now seeking to make the following appointments:

Marketing Director

Package c £45,000 + car + benefits

The position reports to the Managing Director and has responsibility for the marketing, sales and export functions. Your prime challenge will be to develop and implement an overall marketing strategy for the business, improving the company's consumer franchise, trade relationships and profitability. In particular, you will devise and implement strategies for the expansion of products into defined markets, both in the UK and overseas; develop plans for the company's franchise businesses and distributors, enabling them to maximise sales according to agreed policy; control all aspects of market research, advertising and promotion; and provide strong leadership to a small team of people.

Probably aged 33-40, you are likely to be a graduate with a resilient, persuasive personality and an open, pragmatic management style. With a classic FMCG marketing training, you will now be comfortable with the full marketing mix and the control of major brands. A thorough knowledge of the chemical trade/grocery multiples is required and a background in OTC/Toiletries is desirable. Exposure to a US multi-national company would also be an advantage. Ref JW/102.

International Marketing Manager

Package c £30,000 + car + benefits

The purpose of this position is to control and develop the company's export business in Europe - excluding France - the Middle East and Africa. In this context, you will prepare and implement an export business plan and individual product marketing strategies, achieving growth in new and existing markets. This will involve the effective management of an expanding network of agents and distributors. You will therefore be expected to visit them regularly, identifying opportunities, providing guidance and support, auditing performance and ensuring the 'sharp end' delivery of agreed plans.

Probably aged 35-45, you are likely to be a graduate with a strong, self-reliant character, first class negotiation skills and the drive to 'make things happen'. Given the regular travel to Europe, fluency in a second - and preferably a third - European language is essential. With significant international marketing experience in FMCG, you should have particular experience of profit - responsible, overseas markets management. Once again, a background in OTC/Toiletries and exposure to a US multi-national is desirable. Ref JW/103.

Remuneration is unlikely to pose a problem. Both positions carry a competitive earnings package as indicated, including a negotiable basic salary and a performance related bonus. Relocation assistance is available, where appropriate.

If you would like to contribute to a close-knit management team, please forward full career and salary details to Jonathan Warnock at Riley Consultancy Services, Trafford House, Chester Road, Manchester M32 0RS. Please quote the appropriate reference number. All applications will be treated in the strictest confidence.

RILEY

consultancy services

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GLASGOW - BRISTOL - NORWICH - BIRMINGHAM - NOTTINGHAM

MANAGEMENT CONSULTANCY

Business Development

Package £35,000 to £50,000, plus benefits

Our client is an unusual and uniquely positioned management consultancy, offering a range of services. It is based in Scotland and operates throughout the UK. During the past two years it has continued to develop the diversity of its target markets and is emerging from the recession considerably stronger than most of its competitors.

The company now seeks one or two dedicated and experienced entrepreneurial professionals to further develop its penetration into selected sectors. You will be working with large industrial companies and will be responsible for developing business in areas such as manufacturing strategy, business improvement, flexible working practices, MRPII, quality and procurement.

Successful candidates will be in the age range 27-40, have a good honours degree and considerable previous experience in consultancy. They must be able to demonstrate a successful career in business development in IT, consultancy or human resource development.

Our client offers an excellent, performance-based package with the full range of large company benefits. In addition to a quality Scottish lifestyle, the client also offers a key position in a consultancy operation poised for considerable future growth.

Please reply, enclosing full details to: The Chief Executive, SI Associates Ltd., Exchange House, 229 George Street, Glasgow G1 1RX.

SI ASSOCIATES LIMITED

SITE MANAGER

Cheshire; c£45,000 + bonus + car + excellent benefits

"DO YOU HAVE THE QUALITIES TO IMPROVE OUR PRINCIPAL MANUFACTURING OPERATION?"

The Company: part of Burmah Castrol PLC and an international company whose name is synonymous with brand and product excellence throughout the world, Castrol UK has always been at the forefront of the development of automotive, industrial, marine and agricultural lubricants, carefully designed to satisfy the demands of its varied customers at home and overseas.

The Job: reporting to the Swindon-based Operations Director, the Site Manager will be responsible for a facility employing some 250 people and located in Stanlow, Cheshire. The site produces an extensive range of products mainly for the UK, but also supplies many overseas countries.

The Challenge: to accelerate the change process already begun to improve performance in a traditional manufacturing operation which is one of the largest and most complex of its type.

The Aim: to achieve targets on customer service, operating expense and inventory defined within a logistics strategy which adapts modern manufacturing ideas to a mature environment and stems directly from the company's business plan.

The Musts:

- to foster the commitment of a loyal and long serving workforce which is demonstrating its capacity to change

- within the company's TQM approach to focus the workforce on the needs of the customer and achieving the results which matter to their site's success, whilst generating a pride in winning.

To Qualify: he or she must have had significant people-management responsibilities within a highly commercial and preferably modern manufacturing environment. The preferred age range is 32 - 45.

You should:

- be qualified to at least first-degree level in a technical discipline, with a strong production management content
- be comfortable with the application of modern manufacturing and information systems and concepts
- have had experience of successfully managing change programmes in a similar environment
- be able to demonstrate that continuous improvement and achieving tangible results is your way of leading.

Do you think you have these qualities? If so, please send your cv, in confidence, to Caroline Lynes, Resourcing Advisor, Human Resources Division, Castrol (UK) Limited, Burmah Castrol House, Pipers Way, Swindon, SN3 1RE. Closing date for applications: Friday 3 July 1992



"The Leading Lubricant Specialist"

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PRODUCT MANAGER

VIDEO COMPRESSION c. £30K + Car + Benefits Hampshire

Strongly market led and customer focused, our client is an international player in the fields of satellite and terrestrial communications; worldwide, there are very few organisations which can match the expertise they bring to their chosen sphere. In order to maintain a market leading position, they actively seek flexible, innovative and independent managers who can make a positive contribution to evolving and improving all areas of the business. They are firmly committed to growth through technological innovation and the efficient development of new applications for their products, and are seeking an individual who shares in their business philosophy for this key position.

Our client requires an effective Product Manager with experience in a 'high-tech' environment (perhaps telecoms, satellite, broadcasting or video special effects) to develop a coherent business strategy for their advanced visual communications systems. Traditional marketing strengths and exceptional commercial flair will enable you to formulate, control and manage a comprehensive strategic plan - from market identification, through product launch to subsequent sales activity. These qualities must be further supported by sufficient technical awareness to enable you to interface between R&D/Engineering and your client base.

meeting specific needs, identifying new applications and contributing to product enhancement.

A graduate in a technical subject, ideally with an additional business qualification, you will possess the personal stature to make high level presentations and assessments to international clients. Assertive, persuasive and a good communicator, you will also be capable of getting the best from your sales, marketing and support teams at all times, while your project management skills will enable you to oversee all the complexities and detail essential for success in a fast paced, competitive international arena.

In addition to offering a generous salary, executive car and comprehensive company benefits, our client is eager to identify an individual with the ambition and ability to take on an increasingly influential and significant role, a role which will grow as you do.

If you can display the commercial and technical acumen to match these requirements and are also seeking a stretching and rewarding position, forward your career details and letter of application to: Jeffrey Ware, Director, Lawton Ware Recruitment Services, Shamrock Quay, William Street, Southampton, Hampshire SO1 1QL.

Lawton Ware

RECRUITMENT SERVICES

ADVANCED RESEARCH
COMMERCIAL RESEARCH DIRECTOR

£Negotiable package

Central England

With a real commitment to securing long term financial investment for its wide variety of existing and future research projects, this organisation is aiming to become a leading centre of research across all its fields. To achieve this ambitious yet realistic goal, it is seeking to appoint a dynamic and entrepreneurial Research Director to guarantee a substantial increase in research grants and industrial contracts.

The ideal candidate will be:

- Aged 40+
- Educated to at least first degree level in a technical/scientific discipline, with a thorough appreciation of high level research
- Able to demonstrate a successful track record of securing funding and partnership agreements for the exploitation of innovative concepts, resulting from commercially viable research based projects
- Familiar with promoting research expertise and consultancy capabilities to a wide range of potential partners

As a skilled influencer and negotiator, you will be used to identifying and nurturing relationships with suitable sources of funding and partnership for a wide variety of research projects. Your unique range of contacts at the highest levels of government and industry, coupled with a genuine ability to gather and use information for commercial benefit, have led to significant improvements in revenue within your current organisation.

An excellent communicator, you will have credibility in both academic and commercial circles, gained through facilitating understanding between these areas.

In return for your significant contribution at this growth stage of development, you will receive an excellent negotiable salary and benefits package plus relocation assistance where appropriate.

For an initial and confidential discussion, please contact Bob Archibold or Andrew Walker on Newbury (0635) 33445 quoting reference M/819/ST, or write in strict confidence to: ARCHIBOLD RAE CONSULTANTS LTD., ARC House, 11-13 The Broadway, Newbury, Berkshire RG13 1AS.



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OTE to £65,000

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You must have an impeccable track record with experience of high value sales of Accounting or Human Resources applications on midrange or mainframe hardware.

• Pre-Sales Consultants

Qualified Accountants or Human Resource specialists with solid experience in sales or pre-sales in a midrange or mainframe environment. High earning potential, target/performance related income.

• Post-Sales Consultants

Accountancy trained or Human Resource specialists with substantial experience in implementing large systems in a commercial environment.

Please ring Bridget Ives, 0628-850850

Software 2000

Software 2000 (UK) Ltd, Crosby House, Furlong Road, Bourne End, Bucks SL8 5AJ.
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WWF UK
(World Wide Fund for Nature)

A new Senior Management Opportunity as

MARKETING CAMPAIGNS DIRECTOR

WWF is the leading international environmental organisation fighting to save the natural world. WWF UK is a major member of the WWF family of 28 national organisations spanning 5 continents.

In order to obtain substantial funds from companies, foundations and individuals for WWF's conservation programmes in the UK and worldwide, the post of Marketing Campaigns Director has been created.

The successful candidate will have acquired formal business training and considerable experience in marketing and/or advertising in a senior capacity, probably at Director level.

Main responsibilities include:

- Researching the market segments.
- Preparing and executing marketing plans.
- Presenting well focused and packaged aspects of WWF's work.
- Establishing successful and durable contacts with clients.
- Achieving budgeted income.
- Liaising with WWF fundraising staff in continental Europe and the USA.

The successful candidate is likely to be a graduate with a minimum of 15 years experience in marketing or advertising. Proven success in handling individual negotiations at a senior level is required.

Strategic, analytical and interpersonal skills are essential. Knowledge of environmental issues is desirable.

Benefits include 4 weeks holiday, a non contributory pension scheme, life and accident insurance and a realistic salary commensurate with the senior level of this appointment, initially on a two year assignment.

Please apply in writing with full CV (enclosing SAE for acknowledgment) by 29 June 1992 to



Miss Suzanne Anstwick
WWF UK
Panda House
Weyside Park,
Godalming
Surrey GU7 1XR

WWF pursues Equal Opportunities Policies

EXECUTIVE OPPORTUNITIES

EUROPEAN FRANCHISE MANAGER

Eneg+benefits+car

Throughout Europe, including Central Europe, the market is ripe for businesses specialising in tool and equipment hire. As the European leader in this market, we are looking to continue our success by developing an even wider pan-European range of thriving, profitable franchise operations.

The task facing our European Franchise Manager will be to support those new partners - each of them of sufficient stature to fund the development of a number of outlets - from the commencement of trading, and to ensure that they conform to our operating procedures and quality standards.

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In a role that requires you to resolve any questions and problems on the ground, you'll need several years experience of conducting business in Europe - managing franchise, licensing or joint venture operations, ideally in a service industry.

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RECRUITMENT CONSULTANTS

Losers in the promotion game

Information
technology often
lacks a career
structure, reports
Widget Finn

The embryo accountant and business graduate can see a career path stretching ahead towards the promised land of senior partner or managing director. But people who want to work in information technology (IT) find that the path peters out after a few steps, or becomes enveloped in mist beyond the first milestone. It is regarded by employers and staff as the poor relation when it comes to status and job prospects.

Information technology, says Clyde Ziegler, the UK managing director of EDS, an IT services company, comprises a young industry with a phenomenal growth rate — from a standing start ten years ago, 200 million personal computers are now in use worldwide. Such progress has meant that scant attention has been given to developing career structures.

EDS surveyed 1,000 computer professionals about their career expectations in the industry. Twenty-eight per cent of respondents and 40 per cent of those who wanted to leave the profession said job choice was influenced by the prospect of promotion towards management.

Mr Ziegler comments: "This reflects the belief of people in the computer industry — that they have to move from a technical role into management to get increased status and greater responsibility."

And a higher salary. Early in their career, IT staff are well paid in comparison with people in other occupations, but their salary soon lags. Eighteen per cent of employees at Trustee Savings Bank are involved in IT, yet technicians cannot push their salaries or careers beyond a certain point unless they move over to management. The technical career path finishes at a grade equivalent to junior or middle management, with top salaries of about £25,000.

"A few people can progress by moving into research," Charles Nevin, the head of development and training, technology at TSB, says. "We have a limited number of internal consultants who retain their focused expertise in a non-management role, but at this stage employees usually begin to manage



In the right place: Piotr Kozlowski, aged 30, was fortunate to join a company that understood the need for an IT careers channel

technicians rather than be involved in technical matters themselves."

Some people, Mr Nevin points out, who see themselves as technicians, are uncomfortable when given a management post and may switch to consultancy, where they can maintain their technical skills.

TSB, he says, is looking at parallel paths to acknowledge IT's value and enable technicians to continue working in their own field without sacrificing career prospects.

The Ashridge Management Research Group is studying the career experiences of workers in IT. Valerie Hammond, the group's director, has found that an IT department may be isolated by its specialist nature within a company and may not be involved in the broader activities of the organisation.

"People need to be able to move up the career ladder within the information technology function," Ms Hammond says, "but at a par-

ticular level you need more than just IT knowledge to be at the top of your company."

Ambitious information technologists at the computer company ICL can aspire to be an "ICL fellow", one level below divisional directors.

Peter Forbes, ICL's human resources manager, says: "These are our most respected technical gurus, who have status and rewards comparable to those of general managers. The career structure in ICL is a mirror image, so that a manager with responsibility for people and budgets has a similar package to a technical consultant with no staff or budget. The consultant's expertise is valued in the same way as the manager's and there is an opportunity to grow and develop as a technical specialist."

ICL, at the heart of the computer industry and with more than half of its senior managers having technical expertise, would be expected to value the IT function. Other indus-

tries are only just starting to understand IT's importance.

Guinness plc is buying a new production facility with a large element of computer information and process control, which will involve an increasing number of IT staff. Graham Lynch, the general manager of information systems for Guinness Brewing Worldwide, says: "Information technology is becoming increasingly relevant at the commercial end of the business."

Guinness has a consistent grading pay and career structure, irrespective of function, and Mr Lynch says, the technical area is by no means a poor relation in terms of career choice.

From general helper to supervisor via systems engineer is an unusual career path. But EDS, as befits a company that has identified the career path problem, has intro-

duced a flexible structured progression. When Piotr Kozlowski, who is 30, joined the company's office services department in London, his responsibilities encompassed coffee machines and other utilities. Five years on, he is responsible for a technical team of 45.

"EDS recognised that I could do more than work in office services," Mr Kozlowski says. "Through the company's technical education scheme, I trained in computer operations, then switched to systems engineering."

EDS has set up career paths with "windows" at each stage so that staff can move between technical and managerial functions with comparable status and pay.

And where does Mr Kozlowski see his career path leading? "My intention," he says, "is to be managing director."

● Ashridge Management College, Berkhamsted, Hertfordshire HP4 1NS (044 2843491)

LIFE AFTER REDUNDANCY

How to deal with the R word

Redundancy has had one side-effect which may be lasting: redundancy has become respectable. Executive recruitment agencies and personnel professionals are recognising how many highly skilled and valuable people are finding themselves "between jobs". Shortlists today are more likely to include people already parted from their last employer.

With hindsight, recruiters are prepared to admit that a few years ago there was a kneejerk reaction: no redundant job hunter could possibly be any good.

John Mockler, the director of human resources for Camberwell Health Authority, in south London, says that when the economy was booming, some people selecting staff thought there was something wrong if an applicant had been made redundant.

Redundancy was seen as a way of pensioning off the incompetent.

Mr Mockler, who has been made redundant twice himself, now believes the change in the image of the redundant job seeker is likely to be permanent. John Courtis, of John Courtis Associates, an executive recruiting firm, also finds "a sea change in attitudes. Over the past two years, it has become respectable to be redundant. Firms are recognising there are many people available who are not only highly competent but instantly available."

He also finds that though blue chip companies remain monolithic in their recruitment criteria, service-based companies, where people are a main cost, are becoming more inventive.

"A company's attitude can be that if they hired someone of 40 and dumped them in three years' time, they would feel guilty," he says. "If they hire someone of 57, perhaps close to the company's early retirement age, they could shunt them off at 60 without feeling guilty."

John Bull, the chairman of Bull Thompson Associates, an executive search and selection agency, says the redundant executive should not feel at a disadvantage because it is now recognised that it is not people's fault when they become redun-

dant. There is no reason not to consider them on level terms with people applying from existing jobs, in many cases because they know perfectly well that redundancies are imminent.

Stephen Johnson, the chairman of Courts Career Consultants, an outplacement consultancy, suggests that how the job applicant handles the fact of redundancy can be crucial. He suggests putting it briskly in context, saying something like, "You've probably read about what's happening at XYZ Bank or ABC Computer Company. I'm one of the people affected."

If the interviewer presses the point, simply say calmly that if there are any reservations, talk to Mr So-and-so at your previous employer.

Bryan Watson, of Sanders & Sidney, outplacement consultants, recommends a light, succinct reason as the reply to any question about the candidate's redundancy, previously amicably agreed between the individual and the organisation left. He advises candidates to be upbeat about their circumstances.

Mr Bull also tells job seekers to play their redundancy down, even to avoid using the R word. The applicant should simply say he or she is looking for a new appointment and that their last company was affected by a merger or the recession.

Nigel Humphries, of Tyzack, a headhunting firm, sees more people not in jobs being included on shortlists. Below board level, he says, "the climate has changed. There is no longer the automatic, rather dismissive judgment there was previously. It's probably because the South has been hit harder this time. Knowing five of your neighbours are no longer in jobs brings it far closer to home."

DORREN KING

● John Courtis and Partners, 104 Marylebone High Street, London W1M 5EU (071-486-6049); Bull Thompson and Associates, 63 St Martin's Lane, London WC2N 4SS (071-240-3561); Courts Career Consultants, 25 Whitehall, London SW1A 2AS (071-839-2271); Sanders & Sidney, 9 Park Lane, London SW1A 1LP (071-491-0491).

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deal with
R word

There is no reason not to consider them on level terms. In many cases, redundancy is a necessary part of business. Stephen Johnson, the chairman of the Career Council, an outplacement company, says that the fact that a company is being redundant is not a reflection on the quality of its staff. "You're probably reading about it in the paper," he says. "I'm one of the people affected."

Mr Bull also tells us that even to avoid using the R word, the applicant should simply be honest. "If you're looking for a new appointment and that's what the company was affected by, it's better to say so."

Need Humphries of Tyndal, a headhunting firm, sees one problem not in jobs being closed on short notice. Below board level, he says, "the climate has changed. There is no longer the automatic rather dismissive judgment there was previously."

Knowing how to handle the situation is no longer in job seekers' hands. "It's a matter of how you handle it," he says.

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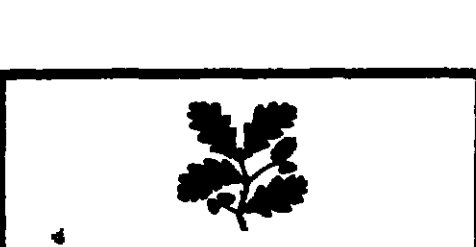
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Costs apportionment order wrong

In re Elgindata Ltd

Before Lord Justice Nourse, Lord Justice Beldam and Lord Justice Dillon

[Judgment June 11]

A successful litigant who had not acted improperly or unreasonably in raising issues or making allegations, some of which he had failed to establish at trial, was not to be ordered to pay any part of the costs of the unsuccessful party. It was wrong to make a rough and ready apportionment between the parties of such costs based on the degrees of success the litigant had in establishing various categories of his complaints.

The Court of Appeal so held in allowing an appeal by the petitioners, Mr Derek Rowland and his wife, against the order of Mr Justice Warner that, *inter alia*, Mr Rowland was to pay three quarters of the costs of the respondent, Mr Richard J. Purslow, and that one quarter of the petitioners' costs be paid by the respondent.

The order related to the 43-day trial of a petition brought by the petitioners under the provisions of section 459 of the Companies Act 1985 as a result of which they obtained an order that Mr Purslow should be required to purchase their minority shareholdings in Elgindata Ltd: see [1991] BCLC 959.

Mr Timothy Lloyd, QC and Mr Gordon Nurse for the petitioners; Mr David Chivers for the respondent.

LORD JUSTICE NOURSE said that the proceedings in which the costs orders were

made was a petition seeking relief on the ground that the affairs of Elgindata Ltd, a private company, were being conducted by Mr Purslow, the majority shareholder, in a manner unfairly prejudicial to the interests of the petitioners.

If the judge's orders for costs were to stand, the petitioners' victory would become worse than pyrrhic in purely monetary terms. It would have proved to be an annihilating defeat.

At the hearing of the petition, the judge had divided the petitioners' complaints of unfair prejudice into four categories. The first and second categories were to be thin but not non-existent. As to the third he held that there had been instances of neglect and bad management of the company by Mr Purslow and that they had been prejudicial to the company but not unfairly prejudicial.

As to the fourth category, the judge found that Mr Purslow had been unscrupulous in the use of company money and had used it for personal benefit and in that respect his conduct had been unfairly prejudicial and had resulted in a limited and unquantifiable diminution in the value of the company's shares.

The judge's decision on costs could be summarized as follows: (1) The judge ruled that a successful plaintiff was entitled to his costs, notwithstanding that he might have failed on some issues, ought not to be applied;

(2) On the other hand, the reasons stated on behalf of Mr Purslow for depriving the petitioners of all

their costs being rejected, it would not be right that they should have no part of their costs and, on a rough and ready apportionment based on the parties' respective degrees of success in regard to the four categories of complaints, that part ought to be one quarter, and (3) by the same rough and ready apportionment, but for reasons not stated, the petitioners ought to pay three quarters of Mr Purslow's costs.

Mr Lloyd accepted that if the judge's decision had stood at (2) it would not have been one with which the appellate court could interfere: the judge would have departed from the general rule by depriving a successful party of part of his costs in recognition of his having failed on issues or allegations which had taken up a substantial part of the trial.

But, Mr Lloyd said, the third element of the decision was a further and unusual departure from the general rule and one which, in the absence of any suggestion of the petitioners' allegations being unreasonably or improperly pursued, involved an error in principle by the judge.

It was puzzling as to how the judge had come to the third element: on any footing it was an unusual order both in form and substance. When contrasted with the judge's full consideration of the matter at stages (1) and (2), his omission to give any reasons at stage (3), the most critical stage, was remarkable. There was no doubt that he had erred in principle.

The applicable principles were:

1 Costs were in the discretion of the court.
2 They should follow the event, except when it appeared that in the circumstances some other order should be made.
3 The general rule did not cease to apply because the successful party raised issues which he failed to establish, but that where that had caused a significant increase in the length of the proceedings he could be deprived of the whole or a part of his costs.

4 Where the successful party raised issues or allegations improperly or unreasonably the court could not only deprive him of his costs but might order him to pay the whole or a part of the unsuccessful party's costs.

A successful party who neither improperly nor unreasonably raised issues or made allegations on which he failed ought not to be ordered to pay any part of the unsuccessful party's costs. It was because of his disregard of that further principle that the judge had erred.

On that footing it was for the appellate court to exercise an original discretion of its own. Mr Lloyd recognised that the court was bound under the third principle to deprive the petitioners of a substantial part of their costs.

Looking at the case as a whole, the fair and proper order was to deprive the petitioners of a half of their costs and no more.

LORD JUSTICE BELDAM agreed and Lord Justice Dillon gave a concurring judgment.

Solicitors: Shindler & Co; Robins Olvey, Woking.

Godwin v Uzoigwe and Another

Before Lord Justice Dillon, Lord Justice Stuart-Smith and Lord Justice Steyn

[Judgment June 16]

A couple who brought the respondent aged 15 from Nigeria to England and used her as a domestic drudge for two and a half years, requiring her to work excessively long hours without money and without allowing her proper food, clothing and social intercourse were liable in tort for intimidation.

The couple were in loco parentis to the respondent and their duty of care included a duty not to require her to work excessive hours so that her health did not suffer.

The Court of Appeal so held in rejecting an appeal by Dr Augustine Uzoigwe and his wife Felicia against the judgment of Judge Fricker at Sheffield County Court on July 19, 1991 ordering that they pay £25,000 damages to the respondent for breach of contract, assault and intimidation.

The court reduced the amount of damages to £20,000 but ordered the appellants to pay the costs of the appeal.

The appellants in person; Mr John Hendy, QC and Mr James A. D. Wood for the respondent.

LORD JUSTICE DILLON said Dr Uzoigwe was registrar an-

aesthetist at Pontefract General Hospital and his wife was the holder of a post-graduate diploma in education and was preparing a thesis on the education of women and girls in Nigeria. They had five children.

In December 1985 or January 1986 the respondent's father had agreed that she should accompany them to England in return for payment of medical expenses to her mother and she had entered in 1986 as a visitor for three months.

Dr Uzoigwe had later applied for an extension of her stay, describing her to the Home Office as his niece. He had described his object in bringing her to England as charitable.

The respondent had remained with the family until 1988. In August and September of that year the appellants and their family had gone away on holiday, leaving the respondent at their home in Sheffield.

Two neighbours had befriended her while they were away and because of what they found had called in an officer of the National Society for the Prevention of Cruelty to Children.

The respondent's claim was that for two and a half years in the defendants' house she was a household drudge and virtually a slave. She was beaten if she did anything that displeased the Uzoigwes and lived in constant fear of upsetting them.

She had no more than the minimum of clothing for comfort, was given no money and the defendants knew she had no financial resources. When the defendants found she had misbehaved she was beaten or made to kneel in the bathroom and not come until she was told to do so.

In general the respondent had stayed within the house. There was no suggestion that at any stage the appellants had made any attempt to allow her to meet other people.

The appellants had made it clear they would not tolerate her acquiring friendships and gave her no opportunity to do so. They had deliberately used their dominant authority over the plaintiff so as effectively to control her.

Intimidation was intentional unlawful coercion. The appellants had intimidated the respondent into working excessive hours, going without personal freedom and without training in domestic science they had contracted with her father to provide.

Being in loco parentis the appellants had unlawfully abused their parental control and exerted their authority to prevent the respondent from having any contact with people outside their home and in particular any social intercourse with her peers.

The proper level of damages was £20,000.

LORD JUSTICE STUART-SMITH, agreeing, said that the

trial judge had found that on many occasions the respondent was beaten with a stick and slapped. These assaults were sufficient to themselves to justify the conclusion that she was in a state of fear. The whole situation in which the respondent found herself was an intimidatory one.

The relationship was such that the appellants owed her a duty of care including a duty not to require her to work excessive hours so that her health did not suffer. The actual tort of negligence was not made out as there was no evidence that her health did in fact suffer. But on the facts found by the judge there were breaches of those duties.

There were implied terms in the contract that she should not be required to work excessive hours, should be provided with adequate food and clothing and should have reasonable opportunities for social development, including the study of domestic science.

In addition to the actual physical assaults which were not serious but must have been painful and humiliating, she was treated as a drudge and skivvy, inadequately fed and clothed and required to sleep on the floor. She was deprived of normal social intercourse and effectively through fear confined to the house and garden for two and a half years.

LORD JUSTICE STEYN agreed. Solicitors: John Howell & Co, Sheffield.

Compensation move without proof of crime

In re G (a Minor)

Before Lord Justice Purchas, Lord Justice Stocker and Sir Christopher Slade

[Judgment June 12]

The fact that a court, after a full examination of the available evidence, had concluded that a child had not been sexually abused by her father was not a reason to refuse an application by the Official Solicitor, as guardian *ad litem*, for leave to apply to the Criminal Injuries Compensation Board for compensation for the alleged sexual abuse by her father.

The Court of Appeal so held in dismissing an appeal by the father from an order of Mr Justice Bracewell, on November 27, 1991, granting leave to the Official Solicitor to apply to the board and to disclose any relevant wardship documents.

Miss Judith Parker, QC, for the father; Mr David Bodey, QC, for the Official Solicitor.

LORD JUSTICE PURCHAS said that in order to protect his

position in the context of the allegations which the mother had been making, the father had issued wardship proceedings on December 10, 1986.

Those proceedings came before Mrs Barbara Calvert, QC, sitting as a deputy High Court Judge, who, in a judgment on January 5, 1988, made specific findings to the effect that the father had not sexually abused the child.

Nevertheless, it had been suggested that the child had continued to suffer from adverse effects as a result of receiving cards from her father. In consequence, the child had been examined by a consultant child psychiatrist who had concluded that the child had been sexually abused.

It had been submitted that the judgment of Mrs Calvert operated as an issue estoppel, or alternatively that the matters were *res judicata* and were therefore an attempt to re-litigate those matters

in the form of an application to the board and was such an abuse.

Second, it was alleged that the application was a collateral attack on the findings of Mrs Calvert, although there had been no appeal against those findings at the time.

Finally, it was said that Mrs Justice Bracewell should not have taken into account the findings of the consultant psychiatrist whose reports had not been subjected to cross-examination at the trial.

It was necessary to understand the status of parties before the Criminal Injuries Compensation Board and the procedure adopted there.

The board was appointed under the Royal Prerogative to make *ex gratia* payments to those who were the victims of violent crimes. An application to the board was not, by its nature, the equivalent of *inter partes* litigation in which the principles of *res judicata* or issue estoppel applied.

The board was not bound by any of the normal rules of evidence: it might make enquiries of

its own initiative and might consult extraneous sources of information as it thought fit. Those propositions had only to be stated to demonstrate that there was no appropriate parallel to be drawn between the rules of evidence applicable in *inter partes* litigation and the process available to the board.

For those reasons it could not be accepted that the application to the board could be described as an abuse of the process of the court. The court, as guardian of the ward, was strictly only concerned with whether the application was in her best interests.

On that aspect, his Lordship found no reason to differ from the approach adopted by Mrs Justice Bracewell in finding that the interests of the ward would not be adversely affected.

LORD JUSTICE STOCKER and Sir Christopher Slade delivered concurring judgments.

Solicitors: Powell Spencer & Partners, Kilburn; Official Solicitor.

Chief Adjudication Officer and Another v Pearce

Before Lord Justice Purchas, Lord Justice Stocker and Sir Christopher Slade

[Judgment June 12]

Where a wife had become entitled to a graduated retirement benefit and her husband's retirement had deferred his retirement, the days between her own entitlement and his subsequent retirement were "days of increment" within paragraph 2 of Schedule 1 to the Social Security Pensions Act 1975 which entitled the wife to the increased rate of category B pension by virtue of her husband's deferred retirement.

Schedule 1 contained an elaborate formula for ascertaining the increments in the case of any claimant.

For the purposes of paragraph 2, in its application to a category B retirement pension to which a married woman was entitled by virtue of her husband's contributions, a woman who retired before her husband was treated as deferring her retirement until he retired.

At the relevant time the defining regulation for "days of increment" was regulation 4(1) of the Social Security (Widows Benefit and Retirement Pensions) Regulations (SI 1979 No 642).

Mr Duncan Ouseley, QC and Mr Thomas Hill for the chief adjudication officer and for the secretary of state; Mr Mark Rowland for Mrs Pearce.

SIR CHRISTOPHER SLADE said that a category B retirement pension was one payable by virtue of the contribution record of the claimant's spouse, under section 29 of the 1975 Act.

By virtue of section 12 of the Social Security Pensions Act 1975, Schedule 1 to that Act had the effect of increasing the rate of a category A or category B retirement pension in cases where a person deferred his retirement after attaining pensionable age.

Schedule 1 contained an elaborate formula for ascertaining the increments in the case of any claimant.

For the purposes of paragraph 2, in its application to a category B retirement pension to which a married woman was entitled by virtue of her husband's contributions, a woman who retired before her husband was treated as deferring her retirement until he retired.

At the relevant time the defining regulation for "days of increment" was regulation 4(1) of the Social Security (Widows Benefit and Retirement Pensions) Regulations (SI 1979 No 642).

It was common ground that graduated retirement benefit was not in fact a benefit paid under either chapter I or chapter II, part II of the Social Security Act 1975. There appeared therefore no reason why the receipt by the wife of graduated retirement benefit should have prevented the relevant days in issue from qualifying as days of increment.

The secretary of state submitted, however, that because of the Social Security (Graduated Retirement Benefit) No 2 Regulations (SI 1978 No 393), the reference in regulation 4(1)(b) of SI 1979 No 642 to "any benefit under chapters I and II, part II of the [1975] Act" had to be construed as including a reference to graduated retirement benefit.

But regulation 3 of SI 1978 No 393 provided for the incorporation of sections 36 and 37 of the National Insurance Act 1965 in the 1975 Act and those sections provided for an increase in the weekly rate of retirement pension, originally calculated in

respect of each unit of graduated contributions paid by an employee.

Regulation 3 did not state that the continuation in force of section 36(4) (which said that a and section 37 would have effect and be construed as being included in chapter I of part II of the 1975 Act) should take effect for all purposes or for the purpose of affecting the right to benefits other than graduated retirement benefit.

Having regard to the stated purpose in regulation 3(1) and (2), the version of section 36(4) contained in the schedule to that regulation, and the deemed incorporation of sections 36 and 37 of the 1965 Act in chapter I of part II of the 1975 Act thereby provided for, had to be read as intended to relate only in cases where questions of entitlement to graduated retirement benefit arose and not to relate to the consequences of the receipt of graduated retirement benefit for the purposes of determining entitlement to other statutory benefits.

LORD JUSTICE PURCHAS and Lord Justice Stocker agreed.

Solicitors: Solicitor, DHSS; Mr Michael O'Sullivan, Bristol.

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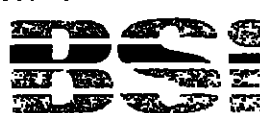
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For more information, please contact: Mrs. M. J. M. (Knightsbridge) Tel: 071 235 8877 or fax on 071 238 3666.

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NEWS INTERNATIONAL NEWSPAPERS LIMITED

SECRETARY TO CONTROLLER - FINANCIAL ACCOUNTING

Salary: c. £14,000 - Hours 8.45am - 5.30pm

BBC1

- 6.00 Ceefax (89418) 6.30 Breakfast News (42099215)
 9.05 Perfect Strangers. American comedy series (r) (6270418) 9.30
 Today's Gormet. Jacques Pepin prepares vegetable soup with
 vermicelli, sausage, wrapped in cabbage leaves served on a bed of
 lentils and baked pears with figs (49949)
 10.00 News, regional news and weather (6028079) 10.05 Playdays. For
 the very young, this morning from Leicester (s) (4241012) 10.25
 Tales of Aesop (r) (6021166) 10.35 Duffy Duck Double Bill
 (7450895) 10.50 News, regional news and weather (5348483)
 10.55 Cricket. Live coverage of the opening session of the second Test at
 Lord's between England and Pakistan (s) (98833383) 12.35
 Regional News and weather (6082662)
 1.00 One O'Clock News. (Ceefax) Weather (11944) 1.30 Neighbours.
 (Ceefax) (s) (5969215)
 1.50 Cricket. Royal Ascot. Further coverage of the second Test at
 Lord's. Julian Wilson introduces live coverage of the 2.30, 3.05,
 3.45 and, on BBC2, the 4.20 races (s) (9675498)
 3.55 Pingu. Animated adventures of a clumsy penguin (r) (s) (4253876)
 4.00 Chuddlevision (r) (s) (2745321) 4.20 Watt On Earth. Episode
 ten of the 12-part science fiction comedy thriller (r) (s) (6324893)
 4.35 Uncle Jack and Operation Green. Episode two of the six-part
 comedy drama (r). (Ceefax) (4395302)
 5.00 Newsround (1536470) 5.05 Blue Peter. The designs of the new
 Royal Mail green stamps issue, created by Blue Peter viewers and
 judged by the Stamp Advisory Council and approved by the Queen, are
 unveiled. (Ceefax) (s) (3796609)
 5.35 Neighbours (r). (Ceefax) (s) (249050). Northern Ireland: Inside
 Ulster
 6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Ceefax)
 Weather (857)
 6.30 Regional News Magazines (437). Northern Ireland: Neighbours
 7.00 Top of the Pops introduced by Mark Franklin (s) (98895)
 7.30 Eastenders. (Ceefax) (s) (321)
 8.00 Every Second Counts. Against-the-clock game show for couples,
 introduced by Paul Daniels (s) (5215)
 8.30 Russ Abbot. More manic comedy sketches (r). (Ceefax) (7050)
 9.00 Nine O'Clock News with Michael Buerk. (Ceefax) Regional news
 and weather (4944)
 9.30 Crimewatch UK presented by Nick Ross and Sue Cook. The police
 appeal for information on the murder of a 40-year-old divorcee, the
 violent robbery of a jeweller in Lancashire and the abduction of a
 Southern Electricity van driver. (Ceefax) (828741)



On the spot: defence secretary Malcolm Rifkind (10.15pm)

- 10.15 Question Time. The final edition of the current series chaired
 by Peter Sissons at the Queen Elizabeth II conference centre in
 Westminster. The panel comprises Conor Cruise O'Brien, Diana
 Warwick, and MPs Malcolm Rifkind and John Prescott (410895)
 11.15 Crimewatch Update (221944)
 11.25 European Football Championship. Highlights of the remaining
 group two matches - Scotland v CIS in Nottingham and Holland v
 Germany in Gothenburg (101166)
 12.15 Royal Ascot. The day's highlights (s) (9026109)
 12.35 Cricket. Tony Lewis introduces highlights of the first day's play in
 the second Test between England and Pakistan at Lord's (8775155)
 1.05 Weather (304811). Ends at 1.10
 2.15 BBC Select: Executive Business Club. Management training
 series (61819). Ends at 2.45

VideoPlus+ and the VideoPlus+ Club

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BBC2

- 6.45 Open University: OU All Hours (9148673). Ends at 7.10
 8.00 BBC Breakfast News (1131418)
 8.15 Westminster. A round-up of business from both Houses (6676654)
 9.00 The History Man. Brian McNeven visits 12th-century Orford Castle
 in Suffolk (r) (1589302)
 9.05 Daytime on 2. Educational programmes
 2.00 News and weather (3413670) followed by You and Me (r)
 (1018642)
 2.15 Cricket. Further coverage of the first day's play in the second Test at
 Lord's between England and Pakistan (3297673)
 3.00 News and weather (9914418) followed by Westminster Live
 (769789) 3.40 News, regional news and weather (4764147)
 3.50 Royal Ascot. Cricket and Tennis. Further coverage of the play at
 Lord's, the 4.20 race from the Royal meeting, and quarter-final
 action in the Pilkington Glass ladies' championship from Devonshire
 Park, Eastbourne (s) (5905294)
 6.55 Mo's Journey. A year in the life of Mohamed Amin, the television
 cameraman whose left arm was shattered when filming an
 ammunition depot in Adis Ababa. He travelled round the world in
 search of an artificial replacement and finally returned to an
 Ethiopia ravaged by war and famine. (Ceefax) (580692)
 7.30 Business Matters: Mind Your Own Business.
 CHOICE: Surveys in Britain and the United States suggest family
 companies perform better in the share market than their corporate
 rivals. Taking its cue from these findings, James Reed's firm sets out
 to reveal the secrets of family success and the lessons they can offer
 to other companies. But his three examples seem curiously chosen:
 Britain's top firm by the share price yardstick is the Manchester-
 based Ince Group, which sells clothes by mail order to larger
 than average women. The boss says he is giving value for money. No
 great secret there. N. Brown is contrasted with Blackpool Pleasure
 Beach, certainly a family concern but not one quoted on the stock
 market. The exercise is further muddled by citing the American
 Pitcairn family, which made a fortune from glass but sold its
 holdings several years ago. (Ceefax) (953)
 8.00 On the Line. Investigative sports series introduced by footballer
 John Farnau. This week he looks at the difficulties faced by gay
 men and women in sport whose image makers are keen to promote an
 aggressive heterosexual lifestyle (3857)
 8.30 Wildlife On Two: Trivial Pursuit - The Natural Mystery of
 Play. David Attenborough narrates this documentary which tries to
 explain why animals play (r). (Ceefax) (5692)
 9.00 Race. The Neolithic. The sometimes incoherent Gorbals guru
 with more comic words of wisdom. (Ceefax) (2586)



Missiles with a mission: science and the Cold War (9.30pm)

- 9.30 Pandora's Box: To the Brink of Eternity.
 CHOICE: In October 1957 the Soviet Union launched the Sputnik
 and sent shivers through the United States. The initiative had to be
 regained. Enter the Rand (Research and Development) Corporation,
 a think-tank of young academics who thought that scientific
 method could bring the Cold War back under American control.
 These experts claimed that rational analysis was the key to
 predicting and controlling the future shape of the world, though
 their theories owed more to games of poker than to science. Hence
 "the delicate balance of terror" which underpinned American
 nuclear strategy and Herman Kahn's concept of a controlled nuclear
 war. But rationally gave way to fantasy as the systems analysts tried
 to grapple with the Vietnam war and succeeded only in cooking the
 figures. Adam Curtis's documentary is a frightening study in
 megalomania which suggests that Stanley Kubrick's brilliant film Dr
 Strangelove was not far from the mark. (Ceefax) (66437)
 10.30 Newsnight. Presented by Peter Snow (753383)
 11.15 The Late Show. An interview with artist Richard Hamilton plus a
 preview of his retrospective at London's Tate gallery (s) (463418)
 11.55 Weather (535944)
 12.00 Open University: A preview of the weekend's Open University
 programmes (5937838) 12.05am Physics - Vibrations of Sound
 (3068432). Ends at 12.35
 3.00 BBC Select: RCN Nursing Update (16722). Ends at 4.00

ITV

- 6.00 TV-am (1600855)
 9.25 Cross Wits. Word quiz game show hosted by Tom O'Connor
 (6269302) 9.55 Thames News (1996899)
 10.00 Out of this World. American comedy series about a teenage girl
 who is an alien rather than a human mother (r) (58541)
 10.30 This Morning. Magazine series presented by Judy Finnigan and
 Richard Madeley. Today's edition includes a tribute to Paul
 McCartney on his 55th birthday, French conversation for
 beginners, children's medical advice, and ideas for machine and
 hand knitters. With national and international news at 10.55 and
 regional news at 11.55 (4515294)
 12.10 The Riddlers. Puppet series for children (3961645)
 12.30 Lunchtime News with Nicholas Owen and Sonia Rusler. (Oracle)
 Weather (6332147) 1.10 Thames News (62810586)
 1.20 Home and Away. Australian family drama serial. (Oracle)
 (4297505) 1.50 A Country Practice. Medical drama series set in a
 small Australian outback town. (68534586)
 2.20 The Green Line. Drama presented by Dilly Barlow and Alistair
 Macdonald (7932441) 2.50 Take the High Road. Soap set in the
 Highlands (745-876)
 3.15 ITN News Headlines (992-895) 3.20 Thames News (9921708)
 3.25 The Young Doctors. Drama series set in a large Australian city
 (5801741)
 3.55 Huxley Pig. Animation (4756128) 4.05 T-Bag and the Pearls of
 Wisdom starring Gema Hale (4257682) 4.30 Rolf's Cartoon
 Club. Rolf's Hammy's guest is animator Bob Godfrey (r) (7601 5.00
 Cartoon Time. Featuring Speedy Gonzales and Daffy Duck
 (672295)
 5.10 Home and Away (r). (Oracle) (6641578)
 5.40 Early Evening News with John Suchet. (Oracle) Weather (494673)
 5.55 Thames Help (r) (726050)
 6.00 Thames News (Oracle) (172215)
 6.50 Emmerdale. Soap set in the Yorkshire Dales (882091)
 6.50 European Football Championship. Live coverage of the game
 between Holland and Germany in Gothenburg, extended highlights
 of Scotland v CIS in Nottingham. The commentators are Brian Moore
 and Alan Fary (59770037)



To the rescue: Trudie Goodwin as WPC Ackland (8.00pm)

- 9.30 The Bill: Hiding to Nothing. Council estate youths ambush PC
 Stamp and WPC Ackland jans her car in an alley trying to rescue
 him. PCs Smiler and Lowe also fall foul of the gang when a
 fridge dropped from a balcony narrowly misses them. (Oracle)
 (40383)
 10.00 News at Ten with Julia Somerville and Carol Barnes. (Oracle)
 Weather (19523) 10.30 Thames News (330031)
 10.40 This Week: Willie McCosporan and the Grimes of Zurich. The
 story of how fisherman Willie McCosporan's Island, Gigha, off the
 Mull of Kintyre, is now in the hands of the International Bank of
 Zurich. The island's fate led when his property company went
 bankrupt, leaving a trail of debts and an embittered community.
 (Oracle) (740126)
 11.01 Director Jean-Jacques Annaud is interviewed about his new film
 The Lover (s) (548673)
 11.45 Prisoner: Cell Block H. Women behind bars drama serial from
 Australia (825234)
 12.00am Alfred Hitchcock Presents: Night Creatures. The story of a
 strange rock group (1691639)
 1.05 Film: The Inheritor (1972) starring Jean-Paul Belmondo. Routine
 French drama about an heir investigating his father's death and
 discovering it is murder. Directed by Philippe Labro (325567)
 3.00 Hardball. American detective series (r) (s) (10548)
 4.00 New Sessions. Featuring the Galtway band, the Stunners (78797)
 4.30 America's Top Ten (r) (s) (86155)
 5.00 Videofashion. The latest from Paris (r) (453564)
 5.30 ITN Morning News with Tom Nelson (83451). Ends at 6.00

CHANNEL 4

- 6.00 Channel 4 Daily (1608437)
 6.25 Schools (3487544)
 12.00 The Parliament Programme presented by Anne Perkins (49166)
 12.30 Business Daily News and analysis from the world's financial
 centres (68789)
 1.00 Sesame Street. Entertaining early-learning series (r) (58944)
 2.00 Film: Murder at the Vanities (1934). bawdy farce Carl Brisson and
 Kitty Carlisle. Vintage thriller about two murders behind the scenes
 of a theatre production. Directed by Michael Curtiz (197875)
 3.40 A Dream of Norway. An appreciation of Norway and all things
 Norwegian, set to Greg's "Variations on an Old Norwegian
 Romance" (9153473)
 4.00 Check. Our '92 Carole's. Veterans investigate whether our
 occupational pensions are safe (r) (s) (418)
 4.30 Fifteen to One. Fast-moving quiz out general knowledge quiz
 presented by William G. Stewart (s) (302)
 5.00 The Oprah Winfrey Show. The quest singer and actress Oprah
 Parton (5993296)
 5.55 Laurel and Hardy. Cartoon (724692)
 6.00 My Two Dads. American comedy series about two bachelors who
 "inherit" a teenage daughter (r). (Teletext) (895)
 6.30 Tales From the Poop Deck. Comedy adventures of Blackbeard the
 pirate, starring Helen Mirren, Alan Wood and narrated by Griff Rhys
 Jones (r). (Teletext) (91417)
 7.00 Channel 4 News. (Teletext) Weather (862708)
 7.50 Comment (688875)



Brixton converts: Afro-Caribbeans turn to Islam (8.00pm)

- 8.00 The Black Bag. Turning to Islam. The series highlighting
 multicultural issues continues with a look at an unusual and fast
 growing Afro-Caribbean Muslim community which has sprung up
 in Brixton (8925)
 8.30 The Crystal Maze. Mazemaster Richard O'Brien leads another
 group of intrepid young adventurers through a series of challenges
 and games (s) (10895)
 9.30 True Stories: The Leader. His Driver and the Driver's Wife. Nick
 Bromfield's award-winning documentary about South Africa's
 white extremist that was originally planned as a profile of a
 extreme right-winger Eugene Terre Blanche (r). (Teletext) (3422128)
 10.50 Cinema Cinema
 CHOICE: A lively documentary on the French New Wave cinema
 trails a Channel 4 season which starts on Saturday with Truffaut's
 Jules et Jim and runs for nine weeks. Using a restless style in
 imitation of his subject, director Christopher Spencer interviews
 Godard and Chabrol, summons up the late lamented Truffaut
 archive footage and adds a useful American dimension. Since the
 New Wave film-makers gained much of their inspiration from
 Hollywood, it was right that Hollywood should repay the
 compliment by copying the New Wave's free-wheeling approach in
 films such as Easy Rider and Bonnie and Clyde. Indeed Truffaut was
 first choice as Bonnie and Clyde's director. The programme is strong
 on the New Wave's ideology and influence on others but less
 inclined to discuss the movement's own artistic achievement
 (Teletext) (503215)
 11.50 The Bridge. Episode seven of the eight-part drama set in a small
 Dutch town on the eve of the second world war in Dutch with
 English subtitles (s) (815857)
 12.45am Film: Goldie and the Boxer (1979) starring Melissa
 Michaels, O.J. Simpson and Phil Sivilers. A sentimental made-for-
 television piece of whimsy about a down-and-out boxer who
 regains his pride when taken in hand by a ten-year-old girl. Directed
 by David Miller (15635). Ends at 2.30

SATellite

- SKY ONE
 Via the Astra and Marcopolo satellites.
 6.00am The D1 Kat Show (1960505) 6.40
 Mrs Peppercorn (195254) 8.55 Leno Chops
 Play-Long (561301) 9.30 The Pyramid
 Game (33557) 10.30 The Bold and the
 Beautiful (72418) 11.00 The Young and
 the Restless (40470) 11.30 S. Stephens (58470)
 1.00pm E Street (51588) 1.30 Geraldine: On
 the chat show today, proud parents show off
 their children, results of medical pregnancies
 (26079) 2.30 Another World (74304) 3.15
 The Brady Bunch (79201) 3.45 The D1 Kat
 Show (400394) 5.00 Facts of Life (6963)
 5.30 Different Strokes at the
 First Sight (7241) 6.30 E Street (7321) 7.00
 All (3459) 7.30 Candid Camera (3505) 8.00
 Full House (2147) 8.30 Murphy Brown (1654)
 9.00 Chances (3173) 10.00 Studs (6409)
 10.30 China Beach (68673) 11.30pm
 Fashion TV (19012) 12.00 Pages from Skytext

SKY NEWS

- Via the Astra and Marcopolo satellites.
 6.00am Sunrise (225586) 9.30 Nightline
 (34019) 10.00 Dayline (11470) 10.30
 News (1001256) 11.30 Japan Business
 Today (445863) 11.45 International
 Business Report (139757) 12.30pm Good
 Morning America (16632) 1.30 Good
 Morning America (17321) 2.30 Parliament
 Live (742176) 3.15 Parliament Live (533166)
 4.30 Beyond 2000 (5758) 5.00 Live at Five
 (16215) 6.30 Newsline (7321) 8.30
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Recovery hope for Philips is shattered

By OUR CITY STAFF

PHILIPS Electronics, the Dutch consumer electronics group that was thought to be on the verge of recovery after two difficult years, stunned investors by issuing a warning that second-quarter profits would be substantially below last year's.

Philips said the decline in demand for consumer electronics appeared to have deepened in the second quarter; the company would not match last year's second-quarter earnings of 187 million guilders (£57 million). "Whilst we are maintaining market share in our consumer electronics and components divisions," it said, "price erosion and under-utilisation of capacity have caused lower than anticipated results."

A better-than-expected performance in other divisions would not compensate for the shortfall.

Philips's shares plunged after the announcement, trad-

ing down 2.80 guilders, or 7.4 per cent, to 35.20 guilders, as analysts heavily cut their forecasts for the full year.

"It is quite a severe shock," said Frans van Schaik, an analyst with Barclays de Zoete Wedd in Amsterdam. "The confidence in the company has been shaken." Joost van Beek, of Pierson Helderling en Pierson, a merchant bank, said: "We had an analysts' meeting last week, and they said nothing about this."

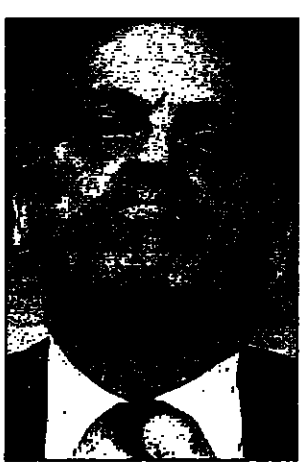
Analysts expect to end up backing 200 million to 300 million guilders off 1992 forecasts, which had ranged between 1.17 billion and 1.24 billion from normal operations. In 1991, Philips earned 981 million guilders.

However, most say resumption of dividends will probably not be jeopardised. Philips last paid a two-guilder dividend in 1989. "The market for consumer electronics is disastrous," said Paul Hendriks, of Kleinwort Benson, in London. He said most of the world's competitors in audio, television and video cassette recorders were losing money. The American market was bottoming out but Europe was getting worse.

Angela Dean, at Morgan Stanley, in London, said the first confirmation of this could come from Finland's Nokia Data, the results of which are due today. Later, the effects would be seen in the results of Japanese companies such as Sony, Philips's arch-rival.

Philips, the chairman of which is Jan Timmer, also said that if the present trend in consumer electronics continued in the second half of 1992, it was unlikely that net profits from normal business operations would equal 1991's second-half earnings of 659 million guilders. Philips is due to report its second-quarter results on August 6.

In recent weeks, Philips's shares rose as a result of investors' belief that Mr Timmer was succeeding in his effort to improve the bottom line. Costs and overheads have fallen as a result of the shedding of 60,000 jobs.



Timmer: costs cut

Argyll chairman's pay rises by 88%

By DEREK HARRIS

SIR Alistair Grant, the chairman and chief executive of the Argyll food retailing group, which includes the Safeway supermarkets chain, saw his remuneration rise almost 88 per cent last year because of an accumulated payment under a long-term incentive plan.

Sir Alistair was paid £973,000 last year, compared with £518,000 the year before. This payment compares with the £1,084,000 paid to Sir Iain MacLaurin, Tesco's chairman, which included a salary of £606,000, and the £221,000 remuneration of Lord Sainsbury, chairman of J. Sainsbury.

Under Argyll's long-term incentive plan, eight directors shared £1.8 million paid out for the three years from 1989 to 1991 as a reward for boosting the financial performance of the group. Sir Alistair's share was £444,000. Ten senior employees not on

the board also benefited, sharing another £1.1 million.

Sir Alistair's annual incentive payments, on the other hand, were reduced by more than a quarter, dropping to £113,000 against £153,000 the year before. But a salary increase of 14 per cent, bringing in £416,000, effectively cancelled out this shortfall.

His standard remuneration, aside from the incentive payment, was £529,000 against £518,000 the year before. The long-term incentive scheme, recommended by a remuneration committee of non-executive directors, is based on growth in earnings per share and share price over the three-year period.

During the period, earnings per share grew 53 per cent and the share price by the same percentage. Another three-year plan is in operation with any payouts due in the 1994 financial year.



Founder's recipe: Kenneth Wood, who started Kenwood, with an original mixer

Kenwood chief mixes fortune

THE imminent flotation of Kenwood Appliances, the kitchen and home appliances group founded by Kenneth Wood in 1947, will give Tim Parker, chief executive, an instant fortune of more than £2 million, writes Jon Ashworth.

Shares in Kenwood were priced yesterday at 285p, valuing the company at £104.5 million and leaving Mr Parker, who holds 2.1 per cent of the shares, with a paper profit of £2.2 million. The issue will net the company £39.5 million after expenses and leave its six executive directors holding shares worth

£7 million between them. Mr Parker, 36, will be paid a basic £135,000 in his first year, rising to £189,000 if a maximum bonus of 40 per cent of salary is awarded.

Kenwood will use the proceeds of the placing and offer of shares to clear debt. It is branching out from its mainstay of kitchen appliances into the market for water filters, hair dryers and ironers.

Mr Parker led a £56.8 million management buyout of the business from Thorn EMI in September 1989. He is sizing up opportunities in Germany, Italy and Spain, all important markets where

Kenwood is under-represented, and is keen to boost sales of the Kenwood Chef food blender in America.

The Kenwood Chef and its accessories account for nearly a third of total sales — about £26 million out of a turnover of £92 million last year. One fear is that a strong sales push by rivals such as Moulinex could lose Kenwood valuable revenue, so it is taking steps to diversify its portfolio.

Kenwood is based in Havant, Hampshire, and employs about 1,250 people. Harold Mourgue is non-executive chairman. Dealings are due to commence on July 1.

Computer link-up by Welsh utility

By MARTIN WALLER

SOUTH Wales Electricity has set up a joint venture with South Western, another electricity distributor, to create a £32 million joint computer network to serve their 2 million customers. The move has been seen as a rejection of Welsh Water, a 15 per cent hostile shareholder in South Wales.

The venture will operate from South Wales's Cardiff headquarters and will use IBM equipment. The computer system will be completed in three years. Welsh Water uses an ICL system and has said one rationale for its stake in South Wales is the cost savings available if both companies' accounting systems are merged.

South Wales and South Western have already merged their retail activities, and the latest move is seen as a further rapprochement across the Bristol Channel.

But Graham Hawker, the managing director of Welsh Water, denied he was disappointed at the news.

"I'm glad to see they are beginning to appreciate the value of co-operation between utilities, because that's what we've been saying all along," he said.

"There is nothing in what they have done that would take away in the long term from what we want to do," he added.

Welsh Water says it is keen to talk about the synergy benefits from putting the two accounting systems together but has always been rebuffed by South Wales.

Manweb, the distributor that the City today expects to report an 80 per cent rise in pre-tax profits for the latest financial year, has won significant new contracts to supply electricity to five ICI works, including the giant Teesside chemicals complex. ICI is Britain's largest industrial power consumer.

The five sites will take an annual consumption of 2,200 GWhr. With the exception of Teesside, the contracts will run for 12 months from next month. At Teesside the contract will expire in March 1993.

Black presses on with News bid

FROM PHILIP ROBINSON IN NEW YORK

ADVISERS to Conrad Black, owner of the *Telegraph* group, said his bid for the *New York Daily News* would be unaffected by claims on the newspaper totalling \$210 million (£116 million) from creditors in London.

The *News*, under the protection of the bankruptcy court, is owned by the private interests of the late Robert Maxwell. Within the past four days, five claims have been made against it. They seek the return of money allegedly siphoned out of London into New York by Mr Maxwell.

Arthur Andersen, the accountant and court-appointed administrator of Mr Maxwell's private companies, filed four claims totalling \$94.3 million and 75 others with no specific figures, pending further investigation.

Mirror Group Newspapers has filed a claim totalling \$114.7 million. The claim charges the *News* with aiding and abetting Mr Maxwell in a breach of his fiduciary duty to the Mirror Group.

A *News* spokesman confirmed that the money had been placed in the paper's accounts but said it was transferred out shortly after Mr Maxwell's death last November. He claimed that the *News* never took title to the money.

Lawyers for the paper's creditors, who are owed \$43 million, said that if the claims were allowed by the bankruptcy judge, they would be added to the debts and rank equally with those of other creditors.

Mr Martin Maleska, an investment banker advising Mr Black's Hollinger publishing concern, based in Canada, said the new claims would make no difference to the negotiations. He added

that talks were continuing with the unions.

Mr Black is seeking a cut of 700 in the 2,000-strong workforce as part of his terms for purchasing the paper.

Coopers & Lybrand, which audited the figures for the *News*, found that Mr Maxwell had spent \$73.7 million on the paper during his eight months of ownership. About \$67 million came from the Tribune Company, the former

owner, and \$6.7 million was provided by companies controlled by Mr Maxwell.

Last week, Mr Black announced plans to float *Telegraph* shares on the London Stock Exchange, making a profit of almost £337 million from his six-year ownership of the newspaper group.

City analysts expect the offer price to be 350p, which would value the company at £469 million.

Ford foreign sales reach record

By KEVIN EASON, MOTORING CORRESPONDENT

FORD's switch from the struggling home market to export production has led to new sales records abroad.

Sales of cars, vans and engines to the Continent have reached £700 million so far this year.

The company said yesterday that it has shipped 78,685 cars and commercial vehicles abroad in the first four months of this year, a 26 per cent increase over the same period of last year.

Ford became Britain's biggest motor exporter last year with export shipments of 186,000 cars and commercial vehicles and a million engines.

With parts and accessories, 1991's export sales were worth £2.2 billion.

The switch was vital as the company faced up to huge overcapacity for a British market which has seen a decline in sales of about a third in the past two years.

Dagenham, Essex, which was once seen as a threatened plant, is achieving its highest output figures for 20 years at 1,264 cars and vans produced. Up to the end of April, 49,179 vehicles went abroad — 56 per cent of total output.

Halewood, Merseyside, which was the company's biggest problem, however,

because of its reliance on the home market for sales. The plant was the sole production centre for the British Escort and Orion cars, but with the market collapsing, Ford started exports only in January.

So far, 11,282 cars and vans have been sent abroad, helping the plant to return to full-time production after working a period of three-day weeks last year.

Meanwhile, the Southampton Transit van plant is running exports ahead of last year's performance with 55 per cent of output going abroad.

BUSINESS SUMMARY

Lasmo sells onshore interests to Pentex

LASMO, the oil and gas exploration and production company, has agreed to sell its UK onshore oil interests to Pentex Oil, a privately owned Scottish company, for \$8 million. The sale comprises Lasmo's interests in 15 onshore licences, including the Stockbridge, Singleton and Hordean oilfields, which currently produce a net 850 barrels a day. John Hogan, Lasmo North Sea managing director, said the sale was part of a tidying-up exercise decided after last year's acquisition of Ultramar.

Pentex, based in Aberdeen, was founded in 1981 and has interests in several UK onshore and offshore operations with gas and oil licences, as well as activities in Italy. Its main production assets, bought from British Petroleum in 1989, are located in the east Midlands. The management team, led by Henry Cameron, is backed by a syndicate of international banks led by Bank of Scotland. News of the disposal disappointed energy analysts, who had expected an update on a proposed sale of shares in Lasmo's downstream assets in Canada. These were acquired as part of Ultramar. Lasmo has not said when the price of the offering will be announced. Michael Favia, finance director, said marketing of the offer continued satisfactorily. Lasmo shares were unchanged at 209p.

Chemring advances

FIRST-HALF pre-tax profits at Chemring, the radar equipment to distress signals group based in Portsmouth, rose 9.9 per cent from £2.41 million in the comparable period to £2.65 million in the 26 weeks to March 27, on turnover ahead 19.9 per cent to £18.5 million. The interim dividend is raised 10.1 per cent from 9.9p to 10.9p. Fully diluted earnings are up 13.2 per cent to 35.54p (31.39p) a share.

Waterford cuts costs

WATERFORD Wedgwood, the crystal and ceramics group that reduced pre-tax losses from £21.4 million to £2.7 million in 1991, will continue cost-cutting and rationalisation. Donald Brennan, chairman, said at the annual meeting that the market showed no signs of improvement. Three of Wedgwood's manufacturing units have been closed: Waterford Crystal is cutting staff and changing products, procurement and distribution.

Craig & Rose in red

CRAIG & Rose, the Edinburgh paint and varnish maker and supplier of wallcoverings, slid into the red with a pre-tax loss of £20,000 in the year to end-December, against a profit of £126,000 last time. Turnover climbed from £5.59 million to £5.62 million. There is a deficit of 5p a share against earnings of 21.75p a share previously. The final dividend is trimmed to 12.5p a share (13p), giving a reduced total payout of 14.5p (15p) a share for the year.

Mountview payout up

MOUNTVIEW Estates, the property dealer and investor, is raising its final dividend to 10p (9p) a share, giving a total payout of 18p (15p) for the year, despite an 18.7 per cent decline in full-year profits. Pre-tax profits fell to £6.56 million in the year to end-March, down from £8.07 million last time, as turnover slipped from £14.1 million to £13.7 million. Earnings dropped to 95.8p a share, against 116.1p previously.

Booth pegs dividend

BOOTH Industries, the structural steel engineer, saw pre-tax profits slump from £93,607 to £677,281 in the year to end-March. Turnover slipped to £30.8 million (£32.5 million). Earnings per share declined to 10.58p (15.99p). A final dividend of 2.5p a share makes 3.2p for the year, both unchanged. The company said it was "pleasing" to be able to report profits at two-thirds the level of the past two years in the face of severe recessionary conditions.

Bouygues out of talks

GERMANY'S Treuhand privatisation agency said Bouygues, the French construction and media group, had withdrawn from talks about the acquisition of Elbo Bau, the biggest construction group in eastern Germany. The Treuhand said a representative of the French company had told Guenther Resch, a Treuhand board member, that the planned acquisition of Elbo would tie up too much of Bouygues' finances and personnel.

BICC sells in Australia

BICC, the international cables and construction group, said Metal Manufacturers, its Australian subsidiary, had agreed to sell its electrical and mechanical engineering contracting business for Aus\$2 million (£800,000). BICC said the buyer of MM Construction was a firm controlled by a group of private investors associated with Douglas Lowry, former chief executive of McConnell Dowell Corp. Completion of the sale is to take place on June 30.

Wace shares drop

SHARES in Wace Group, the pre-services services company, fell 19p to 124p after Frans ten Bos, the chairman, told the annual meeting of poor trading conditions in April and May. In Britain, printing and pre-press operations are finding times particularly difficult and pressure on margins continues to be acute. Market conditions are difficult in America, though operations in Europe are ahead of budget for the first five months of 1992.

Country Casuals changes into a £22.2m City suit

By JON ASHWORTH

SHARES in Country Casuals, the women's fashion retailer, have been priced at 130p, valuing the company at £22.2 million.

The placing of 8,282,842 shares is expected to be oversubscribed. Country Casuals will receive £4.6 million net of expenses. Dealings are due to start on June 25.

Country Casuals was bought from Coats Viyella in March 1989 through a management buy-in.

John Shannon, the chairman; Christina Challinor, the marketing and merchandising director; and Mark Bunce, the finance and strategy director, previously worked together at Laura Ashley.

A successful placing may help bury speculation over the company's links with Oasis, a women's fashion chain specialising in Indian clothing.

Oasis was founded in Oxford in 1974 by Graham Brown, an entrepreneur. Oasis ran into financial difficulties in the late Eighties and was bought out of receivership by Country Casuals in March 1991. Country Casuals paid £1 million in cash and loan stock for 50 per cent of Oasis.

Country Casuals hoped to use Oasis to develop a second line of brands alongside its own. However, Country has cut its links before the flotation, saying the company's trading record was too short to allow it to be incorporated.

The three executive directors have kept a 40 per cent stake in Oasis, together with the institutions that supported the management buy-in. Morgan Grenfell, sponsor to the issue, said ties had been severed, but a renewed link-up at some future point was a possibility.



Wearing a smile: Christina Challinor of Country Casuals, whose share placing is expected to be oversubscribed

THE TIMES

BUSINESS TO BUSINESS

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BUSINESS SUMMARY

Sells onshore
to Pentex

Oil and gas exploration and production in the North Sea has been a major focus for the UK onshore oil industry. The industry has been hit hard by the recession, with many companies facing severe financial difficulties. The industry has been hit hard by the recession, with many companies facing severe financial difficulties.

ring advances

Pre-tax profits at Channing, the stress analysis group based in Portsmouth, rose 12.1% in the 26 weeks to March 26, 1992, to £18.5 million. The group's operating profit rose 10.9% to £13.2 million.

ford cuts costs

Wedwood, the crystal and ceramic products manufacturer, will continue to cut costs. Donald Brennan, chairman, said: "The market showed no sign of recovery, so we had to cut costs."

& Rose in red

The Edinburgh paint and varnish manufacturer, Wedwood, has reported a 10% fall in pre-tax profits to £18.5 million for the 26 weeks to March 26, 1992.

view payout up

Estates, the property dealer and more, has increased its dividend to 10p per share, up from 9p in the previous year. The company's profits rose 15% to £10.5 million.

pegs dividend

James, the structural steel engineer, has pegged its dividend at 10p per share for the next year. The company's profits rose 15% to £10.5 million.

gues out of talks

French construction and media group, Bouygues, has ended its talks with the UK government over the acquisition of the Channel Tunnel. The company has decided to withdraw its bid.

sells in Australia

International sales and construction group, Balfour Beatty, has sold its Australian subsidiary, Balfour Beatty Australia, to a consortium of investors. The sale price was £100 million.

shares drop

After a period of recovery, the FT 100 index has fallen again, with many shares dropping. The index closed at 3,450 points.

n City suit

Bank of America has filed a lawsuit against the City of London, claiming that the city has breached its contract with the bank. The lawsuit is worth £100 million.

Better retail sales point to gentle lift from recession

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

WARM spring weather lifted retail sales modestly in May, but continued consumer caution prevented the post-election surge in April from blossoming into a strong upturn. Government figures published yesterday showed retail sales up 0.3 per cent in volume terms last month, slightly better than the City had expected, after an 0.8 per cent jump in April. That in part reflected the Easter holiday. Data on industrial output also pointed to modest growth taking hold. Manufacturing production rose 0.2 per cent in April, the third successive monthly gain. Together, the figures suggested that the economy, excluding oil and gas production, is likely to return to growth this quarter after the longest recession since the 1930s. In the first quarter, the non-oil economy shrank 0.4 per cent.

Waddington profit misses a turn

By PHILIP PANGALOS

EXCEPTIONAL costs and increased interest payments took their toll on full-year profits at John Waddington, the packaging, plastics and games group best known for favourites such as Monopoly and Cluedo. Pre-tax profits declined to £12.5 million in the year to April 4, against £16 million last year, despite sales ahead 2 per cent to £231.4 million. Operating profits dipped to £18.3 million (£18.7 million). Tough trading conditions were experienced during the period, although the company reduced costs and made selective disposals, helping to trim gearing to 42 per cent, against 54 per cent last year. David Perry, deputy chairman, said: "In highly competitive trading conditions that have put pressures on sales and margins, I believe we have performed well in maintaining operating profits." Profits were affected by £2.2 million of exceptional reorganisation and redundancy costs, while interest payments increased to £3.61 million (£2.65 million). The company also incurred a £5.31 million extraordinary charge, mainly relating to £5.8 million of previously written-off goodwill on January's sale of Pacplas, the bottle maker acquired five years ago. Waddington's packaging and plastics businesses, particularly for the food and pharmaceutical industries, did well but business stationery and printing suffered from declining demand and pressure on prices. Games, which account for about 15 per cent of the group's operations, turned in a strong performance, although profits were not as high as the previous year. Over the past five years the company has invested £96 million in a capital programme covering new facilities, plant and equipment. "As a result of this market-led programme, all of our core businesses have modern plant and equipment and, in many cases, have a technical edge over their main competitors," Mr Perry added. Earnings slipped to 11.59p a share, against 14.75p previously. The final dividend is being maintained at 4.3p, giving an unchanged total payout of 7.9p for the year. The shares firmed 1p to 204p.

Gestetner tumbles in the first half

By OUR CITY STAFF

GESTETNER Holdings, the office equipment and photographic distributor, saw pre-tax profits in the six months to end-April dive to £8.2 million, against £21.7 million last year. All the profit was made in the second quarter. Turnover fell from £451 million to £440 million. Gestetner's office systems division was affected by margin erosion, resulting from planned product mix changes, the disposal of excess stocks at lower prices and recessionary pressures. Trading profit fell to £17 million (£31.4 million), on turnover down 5.1 per cent to £359.5 million. The decline in the division's profits was exacerbated by £3 million losses at Gestetner Canada, against a previous profit of about £500,000 before interest and tax. Basil Sellers, chairman, says action has been taken to address the losses, with a return to profit hoped for by year-end. The Nashua office systems operation seems to have blended in well, giving access to greater copier sales, while Gestetner's strategic link with Ricoh, the Japanese group, provides up-to-date equipment. Poor sales in Europe are blamed for a slump in trading profit at the photographic division to £400,000 from £1.8 million, on sales 0.9 per cent lower at £80.6 million. Mr Sellers admitted: "We are not seeing any pick-up, but the good news is it is not getting any worse. It's a case of toughing it out from here on: we are waiting for the recovery." The interim dividend is held at 1.8p a share, despite fully diluted earnings down from 10.4p a share to 3.8p.



Sellers: 'Toughing it out'

Family firms lead the field

By DEREK HARRIS

LISTED family companies have consistently outperformed the FT All-Share index over the past 21 years. They include a company run by the Alliance family. The head of the family, Sir David Alliance, is better known for his aggressive chairmanship of the Coats Viyella textiles group. The winning streak in family-owned businesses is identified by a Family Business Index, based on studying 71 family businesses. The index has been constructed by Stoy Hayward, the accountants and business advisers. Share-price growth for the companies in the index exceeded the All-Share index by almost 30 per cent between 1970 and 1991. A £1 investment in a basket of the companies would have grown to £11.11, compared with £8.72 for All-Share index companies. The index underlines the fact that the rewards of investing in them goes to those willing to take a long-term view. Earlier research had suggested that family businesses outperformed others because of their culture and common purpose, commented Peter Leach, a Stoy Hayward partner. "Family businesses make an enormous contribution to the UK economy," he said. "Three out of four British companies are family-controlled and half of the private sector workforce is employed by them." Family businesses in the index study attributed their success to having consistent management objectives, a long-term view, a conservative approach to risk and reduced vulnerability to takeover bids. The study says: "They are able to focus on longer-term wealth. While a conservative approach and steady performance may not be appealing to the investor looking for a quick return, family companies should be attractive to those prepared to take the longer-term view." Stoy Hayward identifies only N. Brown, a Manchester-based mail order group, among the companies studied. The best performer in the index during the eighties boom, it is more than 60 per cent controlled by the Alliance family. Sir David is chairman and his brother Nigel is a director. A 1980 investment in N. Brown was worth 26 times as much by 1991. It employs 1,500 people and publishes more than a dozen mail-order catalogues each year. The Alliance family took it over in the 1960s, before Sir David built his textiles empire. Recently, the Alliances invested £10 million in computerisation of its Oldham warehouse. Sir David said: "It is a special company with a special culture. There is a good team in place and it does not now take much of my time." Family successors in the business would have to make their way on merit, he said, adding: "They will take over the company for what they know and not who they are. If there are others who can do the job better, they will get it." The family businesses not only performed best during the 1980s boom but were also more resilient during the stock market crash of 1987.



Driving ahead: James Watson of NFC looks forward to brighter prospects

NFC results signal economy on road to recovery

By MARTIN WALLER

A MIXED picture of an economy that has bottomed out but not yet started to recover from the recession emerges in half-way figures from NFC, Britain's biggest freighting and distribution business. Pre-tax profits in the 28 weeks to April 18 were unchanged at £39.5 million, after a same-again payment of £1.1 million for the company's profit-sharing scheme. A second interim dividend of 1.4p makes a total 2.7p (2.5p) at the half-way stage. James Watson, the chairman, said prospects for the group had improved since the end of the first half. "We feel there's more confidence among our customers in terms of the economy," he said. "But if you look right across the group there's not been a significant improvement in volumes." There's going to be an improvement over the next six months, but it's going to be gradual rather than the lift-off people were expecting following the election. In particular, although there was more activity in the truck rental market, with utilisation increased and rates hardening, there was no improvement for Pickfords, the house removal operation, while the Lynx express parcels operation had seen a sharp decline in business in the first half and no sign since of a recovery in volumes. In the first six months, 35 per cent of operating profits came from outside Britain, against 28 per cent last year. Mr Watson said the emphasis in future would be on overseas growth. NFC has confirmed its "best view" forecast of the outcome for the present year, given at the annual meeting in February. Turnover is expected to be between £1.65 billion and £1.8 billion, against £1.664 billion last time, and pre-tax profits are forecast at £90 million-£100 million, for earnings per share of 13.0p-14.5p. Hyperion, the property division, saw operating profits of £2.4 million, just below the £3.1 million achieved last time, despite the difficult property market. The Court of Appeal has ruled in favour of NFC's and British Rail's right to develop part of the land at the huge King's Cross site in north London. In America, the Merchants Home Delivery Service business was hit by \$500,000 of bad debts after a number of furniture and appliance retailers either pulled out of the market or filed for bankruptcy, but the bad debt position around the group as a whole remained satisfactory, said Mr Watson. The shares rose 10p to 251p.

We'd like to thank everyone who talked about the world recession on the telephone

(Record profits 1992)

"We have maintained our record of continuously rising profits since privatisation, despite the difficult economic conditions this year in many of our markets. The management of Cable & Wireless for the years ahead is now in place. Our core businesses are performing strongly and we have begun to progress our strategy. Cable & Wireless is positioned to achieve sustained above-average levels of growth."

-Lord Young, Executive Chairman

- Turnover up 22% to £3.176m.
- Trading profit up 27% to £727m.
- Profit before taxation up 6% to £644m.
- Mercury trading profit up 34% to £155m.
- Hong Kong trading profit up 29% to £483m.
- Recommended full year dividend up 12.3% to 13.25p, final dividend 9p per share.



On Wednesday July 22nd, Cable and Wireless plc will become the first company in the UK to broadcast highlights of its Annual General Meeting. The 30 minute programme will be broadcast on BBC1 television commencing at 5.30am. Cable and Wireless plc, New Mercury House, 26 Red Lion Square, London WC1R 4UQ

Recommended final dividend of 9p payable 1 October 1992. A copy of the full Report and Accounts, on which the auditors have issued an unqualified report, will be posted to shareholders on 26th June 1992. If you have any enquiries as a Cable & Wireless shareholder, please call us on 071-315 4455. Approved for the purposes of 597 of the Financial Services Act 1986 by Cazenove & Co., a member of the SFA and of the London Stock Exchange. Past performance is not necessarily a guide to the future. The value of investments and the income derived from them can go down as well as up.

TEMPUS

Cable and Wireless dials the right number

LORD Young can continue to claim that Cable and Wireless's profits have risen every year since privatisation, but only just. Profits, before tax, rose 6 per cent to £644 million in the year to end-March. This was at the top end of a range of City estimates from £635 million to £650 million. But analysts are in no hurry to raise forecasts much from the £750 million or so expected for the current year.

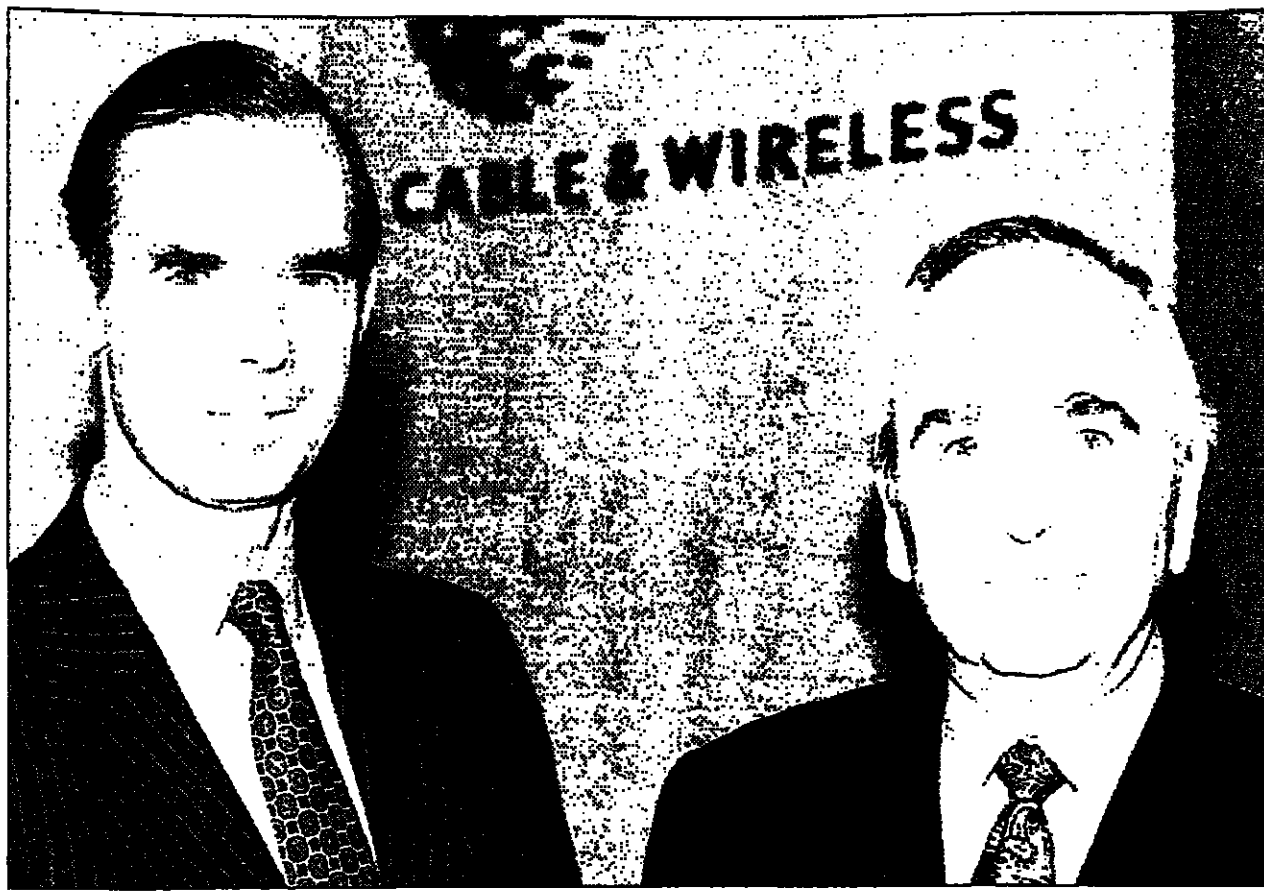
Capital expenditure on HK Telecom and Mercury is said in the City to be a touch more than thought, at £2.7 billion over the next three years. Debits ended the year at a modest 26 per cent of shareholders' funds, but could be 40 per cent in a year's time.

Profits in the year just ended were held back by the expected £52 million exceptional cost of the merger of Mercury Personal Communications with Unitel and the rationalisation of international data networks into Cable and Wireless Worldwide Services. C&W managed a rise of no less than 27 per cent to £727 million at the trading level.

C&W will always be subject to vagaries in its worldwide operations. It can now be much more sure of the regulatory environment in both Britain and Hong Kong. Mercury is pleased with the recent restrictions. Ofsted placed on BT. The new regulatory regime in Hong Kong at least brings certainty.

C&W, which owns 58 per cent of HK Telecom, keeps the domestic franchise until 1995, after which it is open to competition, but keeps the international franchise until 2006. A system of profit control has been replaced by a UK-style RPI minus four formula.

The full-year dividend is up 12 per cent to 13.25p a share and more than 15p is likely for the current year, leaving the yield a historic 3.1 per cent and a prospective 3.5 per cent.



Profits advance again: James Ross, chief executive of Cable and Wireless, and Lord Young, chairman

At yesterday's price of 558p, up 18p, the shares stand on a multiple of 16.6 times prospective earnings. C&W was tipped by this column in January as a defensive stock for 1992 at 590p. Hold.

Gestetner

GESTETNER Holdings has had to bite the bullet as a growing number of companies cut back or deferred capital expenditure because of the worldwide recession.

The difficult trading conditions affecting the office equipment and photographic distributor pushed pre-tax profits down to £8.2 million (£21.7 million in the six months to end-April. Gestetner's office systems

markets took a turn for the worse from March last year, with Europe, accounting for about 60 per cent of sales, deteriorating dramatically. The division was affected by margin erosion, the disposal of excess stocks at lower prices and recessionary pressures. Trading profit dived to £17 million (£31.4 million), with the fall exacerbated by a £3 million loss at Gestetner Canada (£500,000 profit before interest and tax). Action has been taken to stem the losses and a return to profit is hoped for by the year-end.

Trading conditions are not improving but Gestetner is tackling its cost base. Substantial costs have been taken out of the business, including last year's 10 per

cent reduction in the total workforce. Net debt stood at £96.4 million, including convertible unsecured loan stock of £37.9 million for gearing of 40 per cent, against 114 per cent a year earlier and 57 per cent at the last year-end. Gestetner should also reap benefits from its strategic alliance with Ricoh, the Japanese company that took a 24.2 per cent stake last September, providing it with the most modern equipment.

The interim dividend is held at 1.8p a share, from fully diluted earnings of 3.8p (10.4p) a share. The company is well placed for recovery — when it arrives — as it has relatively high operational leverage. Analysts forecast full-year pre-tax

profits of £23 million, giving prospective earnings of 9.8p a share and putting the shares on a forward multiple of nearly 14 times. This is a 10 per cent discount to the market but until a recovery, shareholders will have to be content with a relatively chunky yield of 8.3 per cent.

NFC

Those collecting auguries of the end of the recession might care to note that NFC, the reborn National Freight Consortium, has just ordered 650 new trucks. They will boost its fleet to 2,200 (compared with 3,000 in the halcyon days of 1989).

There is precious little else to encourage in the interim figures from the group, the

exposure of which to the transport and house-moving markets make its figures one of the better leading economic indicators.

Things have got better since the end of the first half, which coincided with the general election, and the second quarter showed an undeniable improvement on the first.

But NFC still says that while confidence and the all-round "feel good" factor among its customers have definitely improved, there is little sign of that feeding through to the bottom line, and any rise in economic activity in the second half will be painfully slow.

A £2.9 million contribution from the property side, not bad in these troubled times, left pre-tax profits unchanged at £39.5 million in the six months to April 18. The total dividend is up by 8 per cent; that, and profits a little ahead of City expectations, prompted a 6p rise in the share price, against the market trend, to 247p.

In the second quarter, the core transport section held the fall in operating profits to just £100,000 on a year ago, at £7.5 million. The first-quarter fall was £1.5 million. Logistics managed a £1.5 million rise to £10.6 million. Home services, however, including the Pickfords removal operation, remained flat on its back in the depressed housing market.

Gearing was cut to 32 per cent from 38 per cent at the year-end. NFC is confirming its "best view", given with the first-quarter figures, that pre-tax profits will be between £90 million and £100 million last time. Stephen Clapham, at Nomura Research Institute, is going for £95 million.

This would put the shares on 18 times' prospective earnings, suggesting that most of the potential uplift from economic recovery is already built into the price.

WORLD MARKETS

Blue chips in US open with losses

New York — Blue chips opened lower after the selling late on Tuesday, while a steep slide in the Tokyo market yesterday and share losses in Europe augmented the pressure on the market. The Dow Jones industrial average lost 7.49 points to 3,322.

□ Hong Kong — Prices finished little changed in the all-trading, unmoved by the Nikkei's fall. The Hang Seng index closed 0.69 of a point lower at 5,846.06 after a 45-point rebound in early trading. Analysis said the market was following the trend of recent months to focus on internal factors rather than overseas bourses.

Turnover was HK\$2.78 billion (£194 million), higher than Tuesday, but lower than recent weeks. HSBC Hold-

ings led the list of the most active shares, remaining at HK\$45.50 after Tuesday's gains. Cheung Kong's shares also closed unchanged at HK\$25.30. Hutchison steadied by the close after briefly adding 30 cents on market sentiment that its privatisation of Cavendish would eventually go ahead. The all-ordinaries index fell 0.41 of a point to 3,139.34.

□ Frankfurt — Shares stuck tightly to their opening losses in a dull day marked only by caution before today's holiday here and Friday's option expirations. The Dax index traded in a meagre range of just over two points, ending 1.32 points lower at 1,771.78.

Prices dipped at the opening, then hardly moved for the rest of the session. (Reuters)

Australian prices still drifting downwards

Sydney — Shares here continued their two-week drift lower as the Tokyo market fell. The Australian market did not fall as steeply as Tokyo, as only half of 1 per cent, or 8.3 points, was shaved from the all-ordinaries index, which closed at 1,631.1.

Brokers said that sentiment was also weak because of the state of share issues in the pipeline, which was keeping buyers at bay, while many were waiting for a fresh round of company results to confirm whether a recovery was beginning.

The all-ordinaries index slipped by 11.7 points to 2,507.6. But some good news and recent buoyant bullion prices stemmed the losses among resources where the index fell 5.7 points to 959.6. The gold market closed 1.2 points up at 1,082.8. Volume

was a modest 98.7 million shares, worth A\$268.99 million (£109 million), although the heavy trading in banking shares, as dividend stripping continued, distorted the overall picture.

National Australia Bank chalked up the largest number of deals, trading 8.4 million shares and falling nine cents to A\$3.90. ANZ lost eight cents to A\$3.90 and Commonwealth one cent to A\$7.24. Westpac, which fell steeply on Tuesday, closed two cents up at A\$3.28. Pacific Dunlop continued to slide, losing six cents to A\$5.07.

□ Singapore — Prices closed mixed, with selected blue chips making gains and shares in shipyards losing ground on profit-taking, brokers said. The Straits Times industrial index fell by 2.44 points to 1,517.44. (Reuters)

STOCK MARKET

BAe shares hit a spot of turbulence

SHARES in British Aerospace fell 13p to 293p amid City concern that John Cahill, the new chairman, is about to start wielding his axe with a vengeance. Analysts came away from a meeting with Mr Cahill in a gloomy mood after he outlined his view of the group a few weeks into the hot seat. No figures were mentioned, but it seemed clear from his tone the group faced an uphill struggle.

The analysts think Mr Cahill will first focus his attention on the group's regional aircraft operation which last year suffered big losses. Cuts in production have already been made across the board with the industry remaining in the grip of recession. But there are now fears that BAE may halt production of its 146 medium-sized jet aircraft used for short-haul flights. It is estimated 38 146s are currently overhauling on runways or mothballed in hangars.

But any cuts in production will inevitably result in increased charges that are likely to leave a hole in the group's coffers partially replenished by last year's controversial rights issue.

The rest of the equity market took its lead from heavy overnight falls on New York and Tokyo. Market-makers spent a nervous session marking prices sharply lower after

seeing the Nikkei at a new low, dropping below the 17,000 level. They were anxious to see how Wall Street would react to events in Japan. In the event, the Dow Jones made a confident start but quickly lost ground dragging London with it.

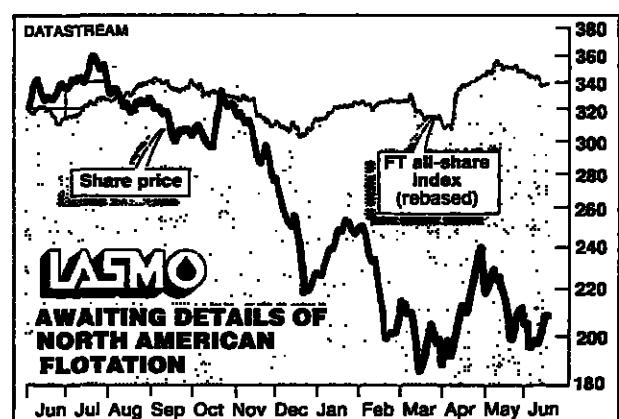
The FT-SE 100 index closed near its low for the day dipping below the 2,600 level with a fall of 17.9 points at 2,598.4 in thin trading which saw only 423 million shares change hands. Dealers reported only minimal selling pressure.

Government securities attracted selective support closing with gains of 1/8% at the longer end of the market.

A better than expected set of May retail sales figures showing a small rise of 0.3 per cent provided a brief fillip for the stores sector. It was the second monthly rise in consumer spending and regarded as encouraging by traders.

Leading the way higher was Boots with a jump of 12p to 447p helped by a buy recommendation from Warburg Securities, the broker. Gains were also recorded in Argos 3p to 267p, Great Universal Stores A 15p to £15.30, Marks and Spencer 4p to 336p, and Storehouse 4p to 149p. Next also bounced 5p to 95p after a visit to the company by Credit Lyonnais.

Only Fisons held steady at 241p supported by Strauss Turnbull, the broker, which reported sales have grown by



12 per cent, so far, this year on less floor space.

But there was little to cheer in the pharmaceuticals sector with prices again under pressure from dollar weakness and excess stock on market-makers' books. Falls were

There are signs that the tide may be turning at last for Business Technology, the office equipment group, which was one of the Tempus shares of the year. A bullish review on the company is due to be published soon, showing a sharp drop in debt and claiming that the shares are undervalued. The half-year figures next month should show pre-tax profits of £350,000, against £119,000 for the whole of 1991. Profits for the full year are expected to reach almost £1 million. The shares were unchanged at 28p.

seen in Glaxo 25p to 710p, Medeva 6p to 222p, Smith-Kline Beecham 18p to 871p, and Wellcome 3p to 944p. Only Fisons held steady at 241p supported by Strauss Turnbull, the broker, which is

telling clients to buy the shares for a bid or recovery after their recent sharp fall on the back of a profits warning. The drinks companies were left flat by the latest figures from the Brewers' Society showing beer production fall-

There was still no sign of support for rival BT, down 3p to 346p, after the recent instruction by Ofel to set next year's telephone charges at 7% per cent below the level of inflation. This will effectively cut telephone bills by about 3 per cent.

NFC advanced 5p to 246p despite reporting pre-tax profits at the half-way stage unchanged at £39.5 million and warning that it had detected only a weak pick-up from the recession.

ICI recovered some of its poise firming 6p to £12.72 before today's presentation for analysts. The market is

1p to 603p, Devenish 13p to 278p, Grand Metropolitan 2p to 481p, Greenalls 5p to 414p, Scottish & Newcastle 3p to 458p, Whitbread A, 7p to 444p and Wolverhampton & Dudley, 2p to 602p.

Guinness was another weak market falling 14p to 583p as one American broker began circulating the story that the group may be hurt by a looming trade war on spirits between the US and EEC.

Cable and Wireless helped by full year figures at the top end of City expectations showing pre-tax profits climbing from £609 million to £644 million. Lord Young, the chairman, attributed the rise to a better than expected performance from its Mercury telecom subsidiary.

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worried that the group remains caught in the grip of recession.

The New York securities house Goldman Sachs will no doubt be hoping for some positive news from ICI. It is reputed to still be holding onto around 10 million ICI shares which it acquired from Hanson at £14.05 a share.

Lasmo held steady at 209p still awaiting details of the proposed demerger of its North American interests acquired with Ultramar. Lasmo bulls were clearly disappointed that no announcement was forthcoming and have now pencilled in a date sometime next week to learn about the proposed flotation expected to be worth around £700 million.

Lasmo shares have fallen sharply since it acquired Ultramar dropping from about 325p. The weakness continued when it became apparent the group had been unable to find an outright buyer for the business because of the difficult economic climate.

BP came under renewed pressure, falling 5p to 253p with Strauss Turnbull continuing to take a bearish stance on the shares.

Ladbroke, the hotels, property and betting group, fell 6p to 206p despite some bullish noises from Hoare Govett, the broker.

MICHAEL CLARK

TOKYO

Tokyo shares slump on bankruptcy fears



Rush to sell: even Nomura was overwhelmed

THE Nikkei 225 index, the most widely scrutinised barometer of the Tokyo stock market, slumped to a six-year low yesterday, shedding 507.73 points to close at 16,445.80.

Rumours of a significant bankruptcy in the real estate sector prompted the sell-off and analysts were last night predicting another exodus from the market unless foreign buyers were prepared to move in overnight to pick up bargains.

Daikyo, Japan's largest condominium builder, which accounts for 10 per cent of the domestic market, is persistently rumoured to be teetering on the brink of bankruptcy. That is causing banks considerable concern. Sanwa, Toyo Trust, Dai Ichi Kangyo

and Saitama banks are all creditors. With disclosed debts running to ¥1.2 trillion (£5.2 billion) — although many analysts surmise that the real debt level is much higher — Daikyo is paying an annual interest bill of more than ¥100 billion (£435 million).

"This is very serious indeed," said Bernard Siman, real estate analyst for Jardine Fleming Securities in Tokyo. "There is likely to be a mass exodus from real estate stocks which will effect the entire market. Leading real estate companies could see the value of their shares cut by 50 per cent."

Fighting twin battles over the past two years against high interest rates and flat or falling real estate prices,

property companies have been subjected to the most ferocious squeeze on the industry since the 1940s. All are highly leveraged, which has blown away the benefits of recent reductions in interest rates.

"Real estate share prices will fall very fast, and not before their time," said Alexander Kinnmont, real estate analyst at Morgan Stanley Japan. "Because several other companies are also nearing the brink of bankruptcy."

The costs of the long economic slow-down are weighing heavily on over-borrowed companies and their lenders. In the second half of the 1980s, banks lent property companies ¥22 trillion, an estimated ¥10,000 billion was added by leasing com-

panies and credit associations. These years of soaring asset growth were known as the "bubble economy" and they led to pressure from the ministry of finance to restrain further lending to the sector. The ministry's relaxation of restraints earlier this year might have been premature.

Selling pressure on the stock market yesterday was too much even for the giants to withstand. Nomura Securities began the day with a list of 160 names to buy; it was backed up by Daiwa Securities, which came in with a list of more than 100 fresh buy recommendations. The two leviathans were, however, in the words of one salesman, "completely destroyed and forced to retire with their tails between their legs".

RECENT ISSUES

Brazilian Inv Tr Units	267	-51
Brent Walker Ws	3	-
Chryser A	31	-1
Grovesons Ins	103	-
Hughes (T) (S)	81	-
Ind Control Servs 10p (110)	155	-
Lain Amer Inc A (110)	110	-
M & G Recovery Inc	40	-
M & G Recovery Inv Cap	23	-1
M & G Recovery Inv Cap	14	-
M & G Recovery Pkts US	17	-
Multinex Warrants	11	-
Vega Group (122)	135	-2
Welpac (RFD)	21	-

RIGHTS ISSUES

BRU NIP (285)	16	-4
Blue Circle SGP NIP (200)	21	-2
EMAP NIP (200)	44	-
Edie SGP NIP (10)	18	-1
Enva Furnace SGP NIP (43)	18	-1
Europa Mineral SGP NIP (5)	4	-
Falkland Inv Trust NIP (5.7)	2	-1
Marshall NIP (100)	2	-1
Potential Inv NIP (100)	4	-
Proterus Inv NIP (200)	120	-20
TRIS Range NIP (15)	4	-
Transfer Technology NIP (400)	45	-

MAJOR CHANGES

PERSEUS			
Persimmon	277p (+19p)	Smithline Beech	871p (+19p)
Cable & Wireless	580p (+20p)	Reckitt & Colman	374p (+14p)
Amber Ind	400p (+15p)	Glaxo	710p (+25p)
SET Ind	154p (+10p)	Broken Hill	576p (+10p)
FAIRFAX		Amec-Lyons	850p (+10p)
Nova Corp	823p (+15p)	Guinness	860p (+75p)
Br Aerospace	293p (+13p)	SA Breweries	860p (+75p)
Carlton Comm	629p (+22p)	Logica	183p (+25p)
Airbus	274p (+18p)	Ind Rescours	367p (+12p)
Steel Bull	270p (+10p)		
Takeda Chem	421p (+13p)		

Closing Prices, Page 25

COMMENT

Lamont croons an old tune

Sterling's weakness in the aftermath of the Danish people's vote on the Maastricht treaty is an illuminating oddity. A centrepiece of that treaty, which the prime minister is so dedicated to maintaining, was the irrevocable commitment to a single currency. That was to come not, in that discredited phrase, when the time was right, but when the conditions of convergence of the main economies had been met. Sterling alone was excluded from any such commitment. The chances are that any turbulence for sterling when the Danes put Maastricht in doubt was a random side-effect of the mark's instant resurgence as the anchor of the ERM, to the somewhat tasteless delight of the Bundesbank. If there is any deeper significance, it suggests that Britain's nominal option not to join a single currency carried much less credibility than the government's commitment to ERM parties.

Norman Lamont decided, nonetheless, to give a little help yesterday by reiterating that Britain was at least committed to the pound joining the narrow band of the ERM at a central parity of 2.95 marks and to meeting the convergence tests, which could still prove tricky on the borrowing side. Wheeling out this formula when the pound is looking a trifle peckish has already become a tradition and duly worked as intended. With time and use, it is also raising the suspicion that the formula may be stuck in the old groove of 'when the time is right', which took ten years last time.

If joining the narrow bands is a desired target rather than merely a talisman of EC political correctness — and some doubt the value for the economy of any further early loss of exchange rate flexibility — then there should be some urgency in the matter. The start of Britain's EC presidency at the beginning of next month was once favoured as a symbolic moment. The cautious see more virtue in waiting at least until the Bundesbank starts adjusting monetary targets or interest rates in the autumn.

Meanwhile, the supposedly momentous nature of the Chancellor's decision on timing may soon be put in some perspective. The governor of the central bank of Estonia has long stated his intention of introducing the tiny country's new currency, the kroon, by the end of June and immediately pegging it to the mark within a 3 per cent range.

Free from Lloyd's

Lloyd's ruling council faces a stormy annual meeting next week. David Coleridge, the chairman, may be in two minds on whether he would prefer to have the results of all the pending enquiries and reports to hand when he rises. Sir Jeremy Morse, for instance, must surely conclude that regulation and operation of the market should be separated and there will be disbelief if Sir David Walker fails to find more than bad luck in the operation of the worst excess of loss syndicates.

Mr Coleridge certainly needs to have on the table a rescue plan for the hardest hit names that will offer them some genuine comfort over losses already incurred without antagonising more fortunate members, many of whom are up in arms about the latest levy and the lack of pain being suffered by so many of the inside members. One measure that might appeal to both groups would be a facility for names with big losses compared to their resources to be offered interest-free loans to spread the pain over several years. This would have to be paid for and might not be enough for the worst cases.

Lloyd's has won an important point in the American courts over jurisdiction. In framing its plans, however, the council knows the tide of litigation still threatens to push the market into a downward spiral, most recently shown by the collapse of the market for errors and omissions insurance, just as underwriting prospects improve.

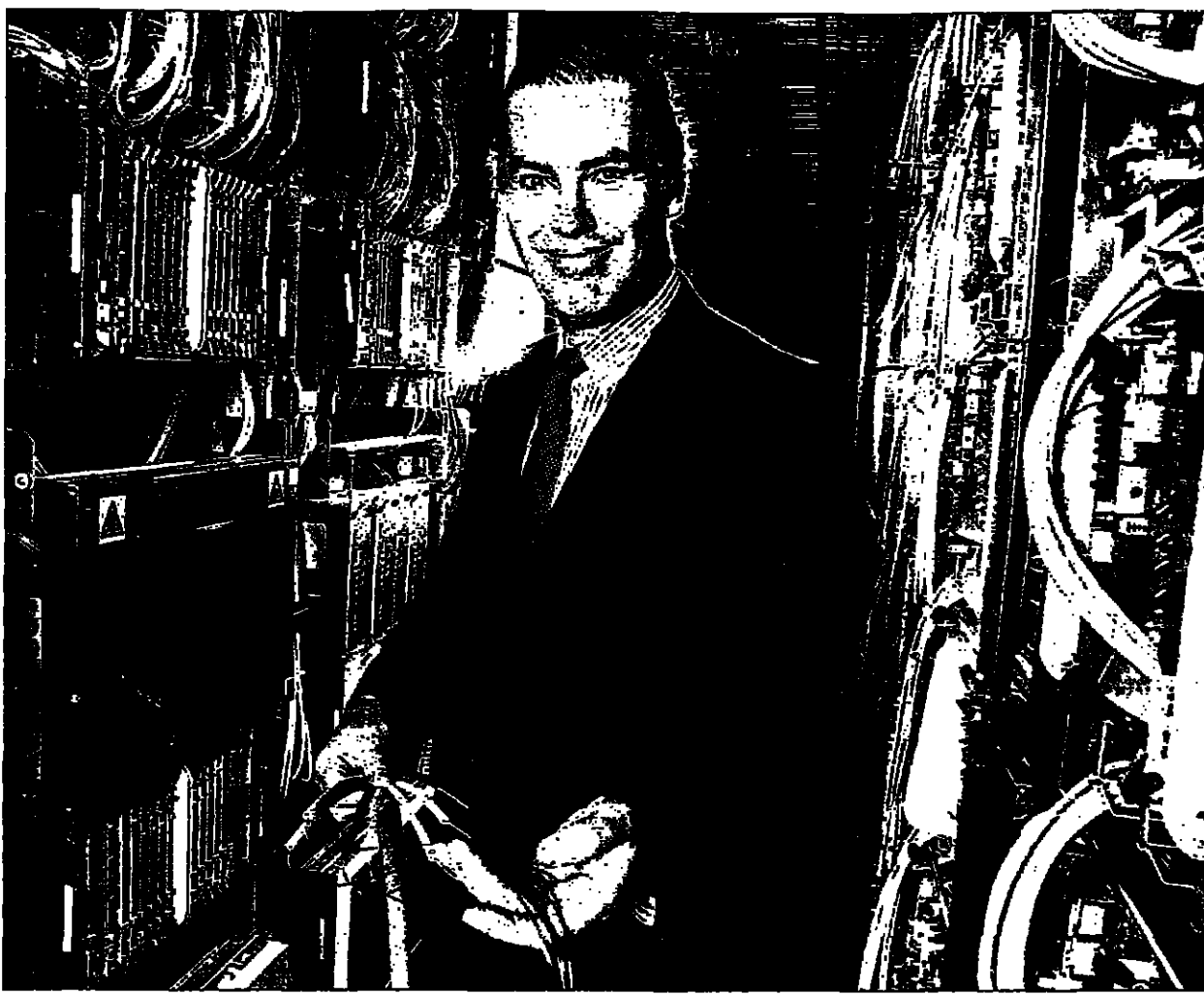
Mark Newman
looks at the barriers
BT must overcome
in its aggressive
drive to compete on
a world stage

Instead of going to each local telephone operator to piece together its European private telecommunications network, Unilever, the Dutch pharmaceuticals group, decided two years ago to bring in an outside company to build and manage the whole network. Sprint, the American long-distance telephone operator, won the contract. The belief that other multinational companies would also use an outside specialist to package their telecommunications systems, was, however, making a big impression on one of the losing bidders — BT.

While media attention has focused on the former British Telecom's £100-per-second profits over the last couple of years, Iain Vallance, BT's chairman, has got on with developing the utility into a global communications company that will be able to win business like the Unilever contract. During this time, BT has become probably the world's most aggressive global telecommunications company. A report by the Yankee Group, the American industry consultant, found that BT is the largest global provider of specialist data communications services. A survey of the world's largest telecommunications users carried out by Deloitte and Touche, the American management consultant, concluded that BT is one of the three telephone operators most likely to emerge as global suppliers of a range of telecommunications services.

Being a global telecommunications company means offering a full range of basic and advanced services to big businesses in the world's main business centres and not just to companies in your home market. You do not have to own a telephone company in each country where you want to sell services. The wave of deregulation sweeping through the world's richer nations makes it possible for companies like BT to buy telephone lines from an operator in another country and re-sell these lines to its customers.

BT has opened two routes to market its global telecommunications services. The first is an umbrella organisation for a range of services known as Global Network Services. This, according to the Yankee Group, supplies 26 per cent of the total market for global



Outside line: Iain Vallance, chairman, sees Syncordia as the wind beneath the wings of BT's flight overseas

services, just ahead of Sprint. Not content with this market lead, BT has embarked on a £300 million programme to raise its market share above 40 per cent, according to Peter Morley, its market channels manager. This would raise the number of national markets in which BT has a direct presence from 23 to 62 by 1995.

GNS is no longer BT's only vehicle for global services. Last September, the group announced the formation of a new company called Syncordia aimed at providing voice as well as data communications networks to multinational companies. Syncordia is headquartered in Atlanta, Georgia, and BT says it is entirely separate from GNS.

Even before the official inauguration, BT had been seeking to bring in partners for Syncordia that would have sealed its separate identity. For several months, it was talking to Deutsche Telekom, the German state-owned telephone operator, and Nippon Telephone and Telegraph of Japan. In April, talks with the German operator collapsed. It had formed a separate company with France Telecom, the French telephone operator, a few weeks earlier to pursue the same sorts of projects as Syncordia. Fundamental differences of opinion over the management and marketing structure of Syn-

cordia meant that it was easier for them to go it alone than team up with BT.

Before thoughts of Syncordia, only forays overseas had been to buy a mixed bag of mainly North American companies in diverse sectors of the telecommunications business.

They came in at a time when BT was still bathing in post-privatisation euphoria and was unsure about where its future lay. As Richard Marriott, BT's director of corporate strategy, says, it was a time when "a thousand flowers bloomed for BT". The thousand flowers are now being pruned back. BT has divested itself of most of the businesses it bought in the 1980s. This week, it agreed to sell Mitel, a Canadian telecommunications equipment manufacturer in which it had bought a 51 per cent stake, to a group of investment partnerships headed by Schroder Ventures.

The sale of Mitel, for which BT will receive £256 million (£116 million less than it paid for the stake, brings to an end BT's involvement as an equipment manufacturer. Patrick Wellington, industry analyst at County NatWest, argues that when BT bought control of Mitel in 1986, it wrongly thought that "the only way to

control the customer was to control the telephone equipment".

Acquisitions, which also brought a costly indirect stake in the American cellular telephone market, are no longer central to BT's overseas strategy. Its fingers were badly burnt in the post-privatisation buying spree, and it is wary of making another expensive mistake. The experiment may have cost BT about £1 billion during this period, according to Laurence Heyworth, telecommunications analyst at Robert Fleming, if the fall in value of its investments is combined with the cost of financing them.

In future, BT will only buy into companies if they help it to meet its customers' requirements. Mr Marriott says this could mean buying private telephone networks of large

companies, which could then be converted into public networks.

American Telephone and Telegraph, Sprint, and state telephone utilities in Europe are looking for a share of the same market. BT has, at least, been the first to set up a company specially devoted to serving multi-national companies.

Evan Miller, analyst at Shearson Lehman in London, estimates that it has spent about £50 million building its Syncordia network, staffing the operation in Atlanta and putting people on the ground in North America, Europe, and the Pacific Rim, where it will be providing a service.

Putting this into context, £50 million represents 0.02 per cent of BT's total capital expenditure in the financial year 1991-2. BT's fortunes at

home may change that. Sir Vallance acknowledges that revenue growth from UK operations will slow as a result of competition from new operators such as Mercury Communications and the cable television companies. Diversification overseas might be seen as a means of maintaining overall revenue growth.

While BT is seeking to poach accounts overseas, foreign companies are aiming to take business from BT. The trend for companies to contract their private telecommunications requirements to outsiders is recognised as a principal factor affecting telephone operators such as BT over the next few years, but opinion is divided on whether Syncordia is the right solution at the right time.

Susan Abbot, a senior editor at Analysys, the Cambridge telecommunications consultant, believes that leading users should be cautious about outsourcing for two reasons. First, she argues, not all the players trying to enter the global services market will succeed. Second, the pace of change in technology and regulation means that long-term agreements negotiated now may not be to the advantage of the user a couple of years from now.

Even if industrial companies are prepared to outsource, there are doubts that Syncordia will be able to win business in markets in which BT has no previous track record and knows little about local companies and their requirements. This is precisely why it wanted Deutsche Telekom and Nippon Telephone and Telegraph to join the consortium and why there is speculation about it finding an American partner.

If BT cannot reach agreements with companies that can unlock the door to local markets, it may have difficulty winning business. Meanwhile, it is not certain that there is a complete consensus within BT about the internationalisation of the company. Michael Hephner, BT's group managing director, told a conference in London last year that there was a danger of globalisation becoming "a fetish".

BUSINESS LETTERS

Maxwell conscience payments

From Mr E.J. Hembrey
Sir, Mr Peter Lilley has announced the formation of a Government trust to solicit contributions on behalf of the Maxwell company pensioners. He is looking for conscience payments from those many financial institutions which he believes profited handsomely from legitimate business with Maxwell over the years.

Over those same years the Exchequer has no doubt profited handsomely from the business conducted by Maxwell.

VAT would have been collected, PAYE would have been deducted from employee earnings and the Maxwell com-

panies may even have paid some corporation tax. How much conscience money will Mr Lilley contribute?

Should any financial institution be minded to make conscience payments to the new trust, can Mr Lilley assure them that those payments will be corporation tax deductible, either as ordinary business expenses or as charitable donations?

To make such payments tax deductible would ensure the Exchequer made some contribution.

Yours faithfully,
E.J. HEMBREY,
40 Corringway,
Ealing, W5,
June 15.

Engineering qualities

From C. P. Pountney
Sir, Congratulations to A. Kensall and The Fellowship of Engineering for running the Engineers to Japan scheme. It is certainly true that pro rata Japan has many more engineers in higher management than Great Britain. It is also true that Japanese engineers have far better status in their country than British engineers here, who languished 14th out of 18 professions in a Times survey (November 4, 1991).

Having worked with Japanese engineers, to my knowledge they are not technically better than ours; it is in application and dedication that they score. Hopefully these qualities will be brought back to ensure that engineering once again occupies a place near the top of the professions.

Yours faithfully,
COLIN PORTER
POUNTNEY,
112 High Street,
Broughton, Kettering,
Northants.

Venerable jokes

From Mr H. D. Harvey-Kelly
Sir, Are there any genuinely new jokes? Carol Leonard in City Diary (June 11) gave another definition of an economist. I heard it 20 years ago, applied to the prime minister of Ireland, Dr Garret FitzGerald (also an economist). At a cabinet meeting he was reputed to have said to a proposal from one of his ministers: "It's all very well in practice, but will it work in theory?"

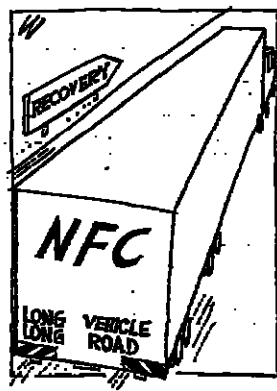
His arch-rival, Charlie Haughey, when prime minister was reputed to have taken his cabinet out to dinner at a well-known restaurant. When asked by the head waiter what he would have, he said a steak. "And what about the vegetables?" He looked round the table and said: "Oh they'll have the same."

Neither joke was new then but they said it all.
Yours faithfully,
H. DENIS HARVEY-KELLY
Finel-Haute Rive,
47380 Mondar, France.

THE TIMES CITY DIARY

Big change for 'smaller' analyst

GEOFF Douglas, voted analyst of the year at the PLC Awards Dinner at London's Grosvenor House Hotel earlier this year, and ranked number one among followers of the smaller companies sector for each of the past five years, has jumped ship from Smith New Court to BZW, Douglas, 44, due to start at BZW in September, and originally a building materials and industrial holding companies analyst, has specialised in smaller companies since the early days of the Unlisted Securities Market. At BZW he will replace Andrew Holland, who has held that position for the past four years but is now off to South Korea to run BZW's research operation there. Holland, who starts in Korea on Monday, and who had long expressed a desire to work abroad, is moving there with his pregnant wife and child. Bill Smith, head of research at BZW, is quick to scotch rumours that the firm had been running down its smaller companies coverage. "We were number two in Emtel for smaller companies last year, and long-term, it is a very important area for us," he says. "A number of our larger corporate clients started some time ago, and so it has been and continues to be important to us." Douglas will head a sizeable team including two analysts and two salesmen as well as market makers and corporate brokers.



Secret state

A SURVEY commissioned from Dewe Rogerson by the Ministry of Wallonia contains both good news and bad news for the French-speaking southern part of Belgium, which is extremely keen to woo foreign investors. The good news is that, according to the survey, more than 1,000 of Britain's most profitable companies have considered locating some part of their business in continental Europe. The bad news is that only one in three of the companies surveyed knew where Wallonia was. "The results told us that we have a lot to do," commented Jean-Marie Agarkow, deputy general manager of the ministry's office for foreign investors.

Clean break

EMPLOYEES of Japanese investment houses in London should perhaps be aware of the fact that the bathing habits of Western businessmen are not going down at all well in Japan. An exclusive public bath in Kofu, west of Tokyo,

aimed at wealthy executives, recently took the radical step of putting up a "no foreigners" sign after Westerners failed to observe the fastidious rules of Japanese bathing etiquette. Foreigners apparently insisted on standing up in the showers, thereby splashing their more decorous seated neighbors, and were also guilty of entering the communal bath still covered in soap suds. The Japanese health authorities have now ordered that the xenophobic sign be taken down, but if the Japanese really want to dissuade foreigners from participating they could do worse than copy the Zing Hua Yuan bath house in Peking, which specialises in so-called "health baths" of milk, vinegar, tea, and coffee, the latter made up of gallons of lukewarm Maxwell House.

Rushdie viewing

A SURPRISE appearance by author Salman Rushdie quickly became the main focus of attention at a private viewing of the Royal Academy of Arts Summer Exhibition on Tuesday night, where a host of City and business figures were the guests of management consultant A.T. Kearney. Rushdie's attendance, it appears, had nothing to do with A.T. Kearney itself, but was due to his late departure from an earlier private viewing for guests of the RA itself. Angus Walker, A.T. Kearney's managing director, says he is not the least surprised Rushdie's visit was prolonged. "There were 1,700 works and only two hours to see them."

CAROL LEONARD

"A loyalty programme that improves my style in St. Moritz....?"

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The information contained in this document is in summary form and has been derived from, and should be read in conjunction with, the full prospectus dated 17th June 1992 (the "Prospectus"). The Prospectus comprises approved listing particulars relating to Kenwood Appliances plc (the "Company") in accordance with the listing rules made under section 142 of the Financial Services Act 1986 and also contains full details of the history and business of the Company and its subsidiaries. Copies of the Prospectus are available at the addresses listed below. Words and expressions defined in the Prospectus have the same meanings when used in this document. The directors of the Company, whose names appear on page 2 of the Prospectus, are satisfied that this document contains a fair summary of the key information set out in the Prospectus in applying for shares in the Company, you will be treated as applying on the basis of the information in the Prospectus and on the terms and conditions of application set out below. Before deciding to apply for shares, you are advised to read the Prospectus and to consult an independent financial adviser authorised under the Financial Services Act 1986. The London Stock Exchange has authorised the issue of this document under section 154(1)(b) of the Financial Services Act 1986 without approving the contents. Application has been made to the London Stock Exchange for the whole of the ordinary share capital of the Company, issued and now being issued, to be admitted to the Official List.

KENWOOD Appliances plc

(Incorporated and registered in England and Wales under the Companies Act 1985.
Registered No. 2390006)

Placing and Public offer by Schroders

of 23,226,386 ordinary shares of 10p each
at 285p per share
payable in full on application
of which 11,613,193 shares are being placed and 11,613,193 shares are being offered to
the public

The application lists for the shares which are the subject of the Public offer will open at 10.00 a.m. on 24th June 1992 and may be closed at any time thereafter. The procedure for application and an Application Form in respect of the Public offer are set out below. It is expected that listing will become effective and that dealings in the shares will commence on 1st July 1992.

Upon Admission, the shares which are the subject of the Placing and the Public offer will rank *pari passu* in all respects with the existing issued ordinary shares of Kenwood Appliances plc and will rank in full for all dividends or other distributions thereafter declared, made or paid on the ordinary share capital of the Company.

The shares have not been and will not be registered under the United States Securities Act of 1933 and may not, subject to certain exceptions, be offered or sold within the United States. This document should not be distributed into the US.

Share capital immediately following the Placing and Public offer

Authorised £20,167,874.30 in ordinary shares of 10p each Issued and fully paid £3,668,196.20

Indebtedness

At the close of business on 29th May 1992, the Group had outstanding borrowings or indebtedness in the nature of borrowings of £40.8 million, comprising unsecured loan notes of £1.9 million, obligations under finance leases of £0.1 million, other borrowings or indebtedness in the nature of borrowings of £37.7 million (of which £0.4 million was unsecured) and other contingent liabilities of £1.1 million. At the same date, the Group had cash balances of £0.7 million.

Save as aforesaid, and apart from intra-group liabilities, neither Kenwood Appliances plc nor any of its subsidiaries had at that date any mortgages, charges, loan capital (whether outstanding or created but unused) or any other borrowings or indebtedness in the nature of borrowings, including bank overdrafts, liabilities under acceptances (other than normal trade bills), acceptance credits, hire purchase commitments, obligations under finance leases, guarantees or other material contingent liabilities.

Terms and conditions of application - Public offer

1. The contents of the prospectus and the Application Form must be read in conjunction with the full prospectus dated 17th June 1992 (the "Prospectus") and the Application Form must be read in conjunction with the full prospectus dated 17th June 1992 (the "Prospectus") and the Application Form must be read in conjunction with the full prospectus dated 17th June 1992 (the "Prospectus").

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Basic of acceptance and dealing arrangements

Applications must be received by 10.00 a.m. on 24th June 1992, by post or by hand to Lloyds Bank Plc, Registrar's Department, Issue Section, P.O. Box 1000, 2nd Floor, Bala House, 80 Cheapside, London EC2V 6EE. The application lists will open at 10.00 a.m. on 24th June 1992 and will close at 10.00 a.m. on 25th June 1992. Applications received after 10.00 a.m. on 24th June 1992 will not be accepted for the Public offer.

2. The contents of the prospectus and the Application Form must be read in conjunction with the full prospectus dated 17th June 1992 (the "Prospectus") and the Application Form must be read in conjunction with the full prospectus dated 17th June 1992 (the "Prospectus").

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Key information

Summary

Kenwood is an internationally-recognised brand name and the Kenwood Group is a leading European manufacturer and supplier of food preparation appliances. The Group markets products with a reputation for quality and durability and is best known for the Kenwood Chef mixer.

Kenwood's strategy in recent years has been to improve and expand its core range of food preparation products and to realise more of the potential of the Kenwood brand name. Key to this has been the introduction of new product ranges and a continuing process of improving existing products. It has also broadened the geographical spread of its operations. Group sales are split approximately one third to each of the UK, Continental Europe and the rest of the World.

In the five years ended 31st March 1992, the Group's sales have risen from £55.2 million to £92.1 million and operating profit has risen from £1.4 million to £9.5 million.

Kenwood's improved capital base following the Offer will enable the Group to finance the development of more new products and to continue to broaden its geographical spread.

Trading record

Set out below is the Group's trading record in respect of its continuing activities for the five years to 31st March 1992, which has been extracted from the historical consolidated profit and loss accounts contained in the Accountants' report in Part 4 of the Prospectus. In particular, your attention is drawn to page 28 of the Prospectus which sets out fully the profit and loss record of the Group for the five years.

	1988 £000	1989 £000	Year ended 31st March 1990 £000	1991 £000	1992 £000
Turnover	65,166	62,438	66,740	76,009	92,056
Operating profit before exceptional items, interest and other payments to Thorn EMI	1,402	4,000	4,229	6,559	9,511

Offer statistics

Offer price per share 285p
Number of shares in issue following the Offer 36,681,962
Market capitalisation at the Offer price £104.5 million
Percentage of enlarged share capital now being offered 63.3 per cent
Net proceeds of the Offer £63.5 million
Net proceeds receivable by the Company £39.5 million

Historical earnings per share for the year ended 31st March 1992 16.4p
Pro forma earnings per share for the year ended 31st March 1992 18.9p
Price-earnings ratio (based on pro forma earnings per share) 15.1 times
Notional net dividend per share in respect of the year ended 31st March 1992 7.5p
Gross dividend yield (based on notional net dividend) at the Offer price 3.5 per cent

Notes:

- The bases and methods of calculation of the pro forma earnings per share, price-earnings ratio and gross dividend yield are set out in Financial Information in Part 2 of the Prospectus.
- National Westminster Bank Plc is purchasing a total of 1,399,218 shares from existing shareholders in order to make those shares available under the ESOP options, details of which are set out in Additional Information in section 6(c) of Part 5 of the Prospectus.
- The net proceeds receivable by the Company will be used principally to repay £33.4 million of outstanding bank loans.

Availability of documents

Copies of this document, the Prospectus and the Application Form may be obtained for a period of 14 days from 17th June 1992, from:

J. Henry Schroder Wagg & Co. Limited 120 Cheapside London EC2V 6DS	Kenwood Appliances plc New Lane Havant Hampshire PO9 2NH	Birmingham 125 Colmore Row Birmingham B3 3AD	Havant 4 West Street Havant Hampshire PO9 1PE	London 132 Regent Street London W1A 4BH
Rowe & Pitman Ltd. 1 Finsbury Avenue London EC2M 2PA	Lloyds Bank Plc Registrar's Department 2nd Floor Bolsa House 80 Cheapside London EC2V 6EE	Bristol 55 Corn Street Bristol BS99 7LE	Leeds 6-7 Park Road Leeds LS1 1NX	Manchester 33 King Street Manchester M60 2ES
		Edinburgh 113/115 George Street Edinburgh EH2 4TF	Liverpool India Buildings Water Street Liverpool L69 2BT	Newcastle upon Tyne 102 Grey Street Newcastle upon Tyne NE99 1SL

Copies of the Prospectus are also available for collection from the Company Announcements Office, the London Stock Exchange, Capel Court Entrance, Bartholomew Lane, London EC2, for a period of two days from 17th June 1992.

KENWOOD Appliances plc

Public offer Application Form

Before making any application to acquire shares you are recommended to consult an independent financial adviser authorised under the Financial Services Act 1986.
Public offer by Schroders of 23,226,386 ordinary shares of 10p each in Kenwood Appliances plc ("shares") at 285p per share, payable in full on application.

1. I/we offer to acquire	shares	FOR OFFICIAL USE ONLY
2. and I/we attach a cheque or banker's draft for the amount payable to "Lloyds Bank Plc A/C Kenwood Appliances plc Offer"	£	1. Form no.
3. Dated	1992	2. Acceptance no.
4. Please use BLOCK CAPITALS	Signature	3. Shares allocated
Forename(s) (in full) Mr, Mrs, Ms, Miss or title		4. Amount received
Surname		5. Amount payable
Minor's forename(s) (in full)		6. Amount returned
Surname		7. Cheque no.
Address (in full)		8. Splits registration
Postcode		
5. <input type="checkbox"/> I/we have my cheque or banker's draft made payable to "Lloyds Bank Plc A/C Kenwood Appliances plc Offer" and crossed "Not negotiable" for the amount in Box 2		

Fill in Boxes 6 and 7 only when there is more than one applicant. The first or sole applicant should sign in Box 3 and complete Box 4. Insert in Box 6 the names and addresses of the second and subsequent applicants, each of whose signature is required in Box 7. N.B. If you make a joint application, you will not be able to transfer the shares into a FEP.

6. Please use BLOCK CAPITALS	Forename(s) (in full) Mr, Mrs, Ms, Miss or title	Forename(s) (in full) Mr, Mrs, Ms, Miss or title	Forename(s) (in full) Mr, Mrs, Ms, Miss or title
	Surname	Surname	Surname
	Address (in full)	Address (in full)	Address (in full)
	Postcode	Postcode	Postcode
7. Signature	Signature	Signature	Signature

Except to the extent that you delete any of the following, you warrant that:

- We are not applying as, or as (a) nominee(s) or agent(s) for, (a) person(s) who is/are or may be persons mentioned in section 93 or section 94 of the Financial Services Act 1986 (depository receipts and clearance services).
- We are not applying as, or as (a) nominee(s) or agent(s) for, (a) person(s) who is/are (a) market maker(s) in the shares of Kenwood Appliances plc within the meaning of section 81 of the Financial Services Act 1986. If this warranty is deleted, please state the date on which application for registration as a market maker in respect of the shares was made to the London Stock Exchange.
- We are not applying for registration as, or as (a) nominee(s) or trustee(s) for, a body of persons established for charitable purposes only. If this warranty is deleted, please state name of charity and registered number (where applicable).

Applications must be received by 10.00 a.m. on 24th June 1992. The completed Application Form together with a cheque or banker's draft for the amount payable should be posted, or delivered by hand, to Lloyds Bank Plc, Registrar's Department, Issue Section, P.O. Box 1000, 2nd Floor, Bala House, 80 Cheapside, London EC2V 6EE. Any person signing this Application Form under a power of attorney must enclose the original power of attorney (or a copy certified by a solicitor) for inspection.

Portfolio

PLATINUM

From your Portfolio Platinum card check your share price movements on this page only. Add them up to give you your overall profit and loss against the daily dividend figure. If it matches your own calculations, you are on the right track. If not, check the daily dividend figure on the back of your card. Always have your card available when checking. Game rules appear on the back of your card.

Company	Group	Gain or Loss
1 Highland Dist	Breweries	1.00
2 Marks Spencer	Draperies	1.00
3 Waver Water	Water	1.00
4 Borden	Food	1.00
5 Euronat Ltd	Transport	1.00
6 Gibbs Mew	Breweries	1.00
7 Lloyds Chem	Draperies	1.00
8 BTR	Industrial	1.00
9 Reed Int	Transport	1.00
10 Reed Int	Transport	1.00
11 Sdm Water	Water	1.00
12 Welsh Water	Water	1.00
13 Northern Water	Water	1.00
14 Rain Ind	Building	1.00
15 Waterhouse	Building	1.00
16 Hiding Pacer	Textiles	1.00
17 Pirelli	Chemicals	1.00
18 Mervin Sw	Electrical	1.00
19 Enkine Hse	Industrial	1.00
20 T & N	Industrial	1.00
21 Trafalgar H	Industrial	1.00
22 Trafalgar H	Industrial	1.00
23 Trafalgar H	Industrial	1.00
24 Trafalgar H	Industrial	1.00
25 Trafalgar H	Industrial	1.00
26 Trafalgar H	Industrial	1.00
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34 Trafalgar H	Industrial	1.00
35 Trafalgar H	Industrial	1.00
36 Trafalgar H	Industrial	1.00
37 Trafalgar H	Industrial	1.00
38 Trafalgar H	Industrial	1.00
39 Trafalgar H	Industrial	1.00
40 Trafalgar H	Industrial	1.00

Shares in retreat

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day July 6.

Share prices are down on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Company	Price	Net Div	Yield	P/E
1 Highland Dist	1.00	0.00	0.00	0.00
2 Marks Spencer	1.00	0.00	0.00	0.00
3 Waver Water	1.00	0.00	0.00	0.00
4 Borden	1.00	0.00	0.00	0.00
5 Euronat Ltd	1.00	0.00	0.00	0.00
6 Gibbs Mew	1.00	0.00	0.00	0.00
7 Lloyds Chem	1.00	0.00	0.00	0.00
8 BTR	1.00	0.00	0.00	0.00
9 Reed Int	1.00	0.00	0.00	0.00
10 Reed Int	1.00	0.00	0.00	0.00
11 Sdm Water	1.00	0.00	0.00	0.00
12 Welsh Water	1.00	0.00	0.00	0.00
13 Northern Water	1.00	0.00	0.00	0.00
14 Rain Ind	1.00	0.00	0.00	0.00
15 Waterhouse	1.00	0.00	0.00	0.00
16 Hiding Pacer	1.00	0.00	0.00	0.00
17 Pirelli	1.00	0.00	0.00	0.00
18 Mervin Sw	1.00	0.00	0.00	0.00
19 Enkine Hse	1.00	0.00	0.00	0.00
20 T & N	1.00	0.00	0.00	0.00
21 Trafalgar H	1.00	0.00	0.00	0.00
22 Trafalgar H	1.00	0.00	0.00	0.00
23 Trafalgar H	1.00	0.00	0.00	0.00
24 Trafalgar H	1.00	0.00	0.00	0.00
25 Trafalgar H	1.00	0.00	0.00	0.00
26 Trafalgar H	1.00	0.00	0.00	0.00
27 Trafalgar H	1.00	0.00	0.00	0.00
28 Trafalgar H	1.00	0.00	0.00	0.00
29 Trafalgar H	1.00	0.00	0.00	0.00
30 Trafalgar H	1.00	0.00	0.00	0.00
31 Trafalgar H	1.00	0.00	0.00	0.00
32 Trafalgar H	1.00	0.00	0.00	0.00
33 Trafalgar H	1.00	0.00	0.00	0.00
34 Trafalgar H	1.00	0.00	0.00	0.00
35 Trafalgar H	1.00	0.00	0.00	0.00
36 Trafalgar H	1.00	0.00	0.00	0.00
37 Trafalgar H	1.00	0.00	0.00	0.00
38 Trafalgar H	1.00	0.00	0.00	0.00
39 Trafalgar H	1.00	0.00	0.00	0.00
40 Trafalgar H	1.00	0.00	0.00	0.00

Shares in retreat

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day July 6.

Share prices are down on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Company	Price	Net Div	Yield	P/E
1 Highland Dist	1.00	0.00	0.00	0.00
2 Marks Spencer	1.00	0.00	0.00	0.00
3 Waver Water	1.00	0.00	0.00	0.00
4 Borden	1.00	0.00	0.00	0.00
5 Euronat Ltd	1.00	0.00	0.00	0.00
6 Gibbs Mew	1.00	0.00	0.00	0.00
7 Lloyds Chem	1.00	0.00	0.00	0.00
8 BTR	1.00	0.00	0.00	0.00
9 Reed Int	1.00	0.00	0.00	0.00
10 Reed Int	1.00	0.00	0.00	0.00
11 Sdm Water	1.00	0.00	0.00	0.00
12 Welsh Water	1.00	0.00	0.00	0.00
13 Northern Water	1.00	0.00	0.00	0.00
14 Rain Ind	1.00	0.00	0.00	0.00
15 Waterhouse	1.00	0.00	0.00	0.00
16 Hiding Pacer	1.00	0.00	0.00	0.00
17 Pirelli	1.00	0.00	0.00	0.00
18 Mervin Sw	1.00	0.00	0.00	0.00
19 Enkine Hse	1.00	0.00	0.00	0.00
20 T & N	1.00	0.00	0.00	0.00
21 Trafalgar H	1.00	0.00	0.00	0.00
22 Trafalgar H	1.00	0.00	0.00	0.00
23 Trafalgar H	1.00	0.00	0.00	0.00
24 Trafalgar H	1.00	0.00	0.00	0.00
25 Trafalgar H	1.00	0.00	0.00	0.00
26 Trafalgar H	1.00	0.00	0.00	0.00
27 Trafalgar H	1.00	0.00	0.00	0.00
28 Trafalgar H	1.00	0.00	0.00	0.00
29 Trafalgar H	1.00	0.00	0.00	0.00
30 Trafalgar H	1.00	0.00	0.00	0.00
31 Trafalgar H	1.00	0.00	0.00	0.00
32 Trafalgar H	1.00	0.00	0.00	0.00
33 Trafalgar H	1.00	0.00	0.00	0.00
34 Trafalgar H	1.00	0.00	0.00	0.00
35 Trafalgar H	1.00	0.00	0.00	0.00
36 Trafalgar H	1.00	0.00	0.00	0.00
37 Trafalgar H	1.00	0.00	0.00	0.00
38 Trafalgar H	1.00	0.00	0.00	0.00
39 Trafalgar H	1.00	0.00	0.00	0.00
40 Trafalgar H	1.00	0.00	0.00	0.00

Shares in retreat

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day July 6.

Share prices are down on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Company	Price	Net Div	Yield	P/E
1 Highland Dist	1.00	0.00	0.00	0.00
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5 Euronat Ltd	1.00	0.00	0.00	0.00
6 Gibbs Mew	1.00	0.00	0.00	0.00
7 Lloyds Chem	1.00	0.00	0.00	0.00
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10 Reed Int	1.00	0.00	0.00	0.00
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12 Welsh Water	1.00	0.00	0.00	0.00
13 Northern Water	1.00	0.00	0.00	0.00
14 Rain Ind	1.00	0.00	0.00	0.00
15 Waterhouse	1.00	0.00	0.00	0.00
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19 Enkine Hse	1.00	0.00	0.00	0.00
20 T & N	1.00	0.00	0.00	0.00
21 Trafalgar H	1.00	0.00	0.00	0.00
22 Trafalgar H	1.00	0.00	0.00	0.00
23 Trafalgar H	1.00	0.00	0.00	0.00
24 Trafalgar H	1.00	0.00	0.00	0.00
25 Trafalgar H	1.00	0.00	0.00	0.00
26 Trafalgar H	1.00	0.00	0.00	0.00
27 Trafalgar H	1.00	0.00	0.00	0.00
28 Trafalgar H	1.00	0.00	0.00	0.00
29 Trafalgar H	1.00	0.00	0.00	0.00
30 Trafalgar H	1.00	0.00	0.00	0.00
31 Trafalgar H	1.00	0.00	0.00	0.00
32 Trafalgar H	1.00	0.00	0.00	0.00
33 Trafalgar H	1.00	0.00	0.00	0.00
34 Trafalgar H	1.00	0.00	0.00	0.00
35 Trafalgar H	1.00	0.00	0.00	0.00
36 Trafalgar H	1.00	0.00	0.00	0.00
37 Trafalgar H	1.00	0.00	0.00	0.00
38 Trafalgar H	1.00	0.00	0.00	0.00
39 Trafalgar H	1.00	0.00	0.00	0.00
40 Trafalgar H	1.00	0.00	0.00	0.00

Shares in retreat

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day July 6.

Share prices are down on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Company	Price	Net Div	Yield	P/E
1 Highland Dist	1.00	0.00	0.00	0.00
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24 Trafalgar H	1.00	0.00	0.00	0.00
25 Trafalgar H	1.00	0.00	0.00	0.00
26 Trafalgar H	1.00	0.00	0.00	0.00
27 Trafalgar H	1.00	0.00	0.00	0.00
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31 Trafalgar H	1.00	0.00	0.00	0.00
32 Trafalgar H	1.00	0.00	0.00	0.00
33 Trafalgar H	1.00	0.00	0.00	0.00
34 Trafalgar H	1.00	0.00	0.00	0.00
35 Trafalgar H	1.00	0.00	0.00	0.00
36 Trafalgar H	1.00	0.00	0.00	0.00
37 Trafalgar H	1.00	0.00	0.00	0.00
38 Trafalgar H	1.00	0.00	0.00	0.00
39 Trafalgar H	1.00	0.00	0.00	0.00
40 Trafalgar H	1.00	0.00	0.00	0.00

Shares in retreat

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day July 6.

Share prices are down on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

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071-481 4481

ACCOUNTANCY & FINANCE

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OF THE
CAYMAN ISLANDS

The Government of the Cayman Islands has a vacancy for the position of

AUDITOR GENERAL

The Cayman Islands are a British Crown colony in the West Indies located 450 miles south of Miami, Florida. A successful offshore financial centre and popular tourist destination with a population of 28,000, they enjoy one of the highest living standards in the Caribbean.

The duties and powers of the Auditor General are prescribed in the Public Finance and Audit Law. In particular it is the duty of the Auditor General to examine, enquire into and audit the accounts of the Accountant General and of other accounting officers in respect of public monies, stamps, securities, stores and any other public property.

The Auditor General, who is head of the Cayman Islands Audit Office, is directly responsible to the Governor for the auditing of all Government accounts.

Applicants should hold a relevant professional qualification and should have at least 10 years experience, including a period at senior administration level.

Salary will be C\$ 59,076 per annum tax free (C\$ = US\$ 1.20). Benefits include air passages, medical care and a Contracted Officers Supplement of 15% of salary paid monthly. Appointment will be on a two year contract.

Application forms, together with recruitment notes, are available from:

The Cayman Islands Government Office
Trevor House
100 Brompton Road
London SW3 1EX

Telephone: 071 823 7613

Completed application form with a curriculum vitae should be returned by 3 July 1992.

Head Of Finance

Brighton

£40K-£50K + benefits +
potential equity participation

We are a rapidly growing and consistently profitable UK insurer. We are launching a new direct response company and are seeking a Head of Finance for this venture.

The Head of Finance, among other responsibilities, will be required to prepare management accounts, develop and implement management information systems and liaise with regulatory authorities. In addition, he/she will be responsible for the efficient processing of a large volume of payment transactions and the associated communication with customers.

As well as fulfilling the above responsibilities, the Head of Finance will be expected, as a member of the senior management team to contribute to the decision making, across wide corporate and strategic issues.

Candidates should be qualified ACA - ACCA or equivalent.

Please reply in confidence, enclosing CV to

Box No 9049,
PO Box Department,
Times Newspapers,
PO Box 484,
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MANAGEMENT
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c.£20,000 pa

We are a leading professional partnership employing over 500 staff in the UK, having links with a number of sister practices worldwide. We are seeking a newly-qualified Management Accountant in our central London office to augment the Finance Department.

Reporting direct to the Director of Finance, job responsibilities will include:

- Preparation of monthly management accounts
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- Financial reporting of UK and overseas profit centres
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Telephone Carole Weedon on 081 877 1121
or write to her at Accountancy Opportunities,
6th Floor, 73 Upper Richmond Road,
London SW15 2SZ. Ref: A01305.



THE INSURANCE OMBUDSMAN BUREAU

The Insurance Ombudsman Bureau provides a Complaints Settlement Service for policyholders and investors who feel that they have been disadvantaged by a company which is a Member of the Scheme. An increase in workload has given rise to a need for a number of additional Assistants to help the Ombudsman in the investigation and resolution of complaints and disputes referred to him.

Successful applicants will have relevant expertise or experience in general insurance. They will have a formal legal or insurance qualification and have an aptitude for consumer dispute resolution. They will be competent to understand the papers relating to a case, negotiate with the policyholder or company and produce a final resolution, communicating facts and reasons in a clear, concise way.

Age will not be a restricting factor in this appointment as appropriate knowledge or experience is more important. Initial salary will be circa £20,000. A pensions scheme and season ticket loan are also available. Please send a comprehensive C.V. quoting reference (GEN/6/92) to:-

The Bureau Manager, Insurance Ombudsman Bureau
City Gate One, 135 Park Street, London SE1 9EA.
Tel: 071 928 4488. (Closing date: 30th June 1992).

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Its European expansion has included Genesis, formed three years ago as a joint venture with Banco Santander, which is already profitable and ranks in the top ten Spanish life insurers in premium income.

They now wish to appoint a Spanish speaking auditor to be based in London, but undertaking extensive travel to Spain and Portugal. Assuming audit responsibility for Genesis, the role will involve establishing and developing a systems based internal audit function in a young and dynamic environment.

Applicants, who must have well developed interpersonal and commercial skills, will most likely be recently qualified ACA/ACCA's, although others with relevant experience will not be excluded.

Reporting to the UK audit manager, this is an exciting and high profile role in a forward thinking and expansion minded financial institution. In return for your ability and commitment they are able to offer a variety of career development opportunities based either in the UK or internationally.

For further details and to arrange an interview, please contact Adrian Simpson BSc ACA, at Barclay Simpson Associates, Hamilton House, 1 Temple Avenue, Victoria Embankment, London EC4Y 0HA. Telephone 071-936 2601.

A CAREER IN
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Accountancy Personnel, is the UK's largest specialist recruitment consultancy, and part of Hays PLC, the publicly quoted business services group. Within our company, great emphasis is placed on the ability to build and maintain business relationships, and the careful selection process we employ ensure our unique success continues to be supported and enjoyed by quality staff throughout our 96 UK offices.

Key qualities of a successful Recruitment Consultant include:

- Ambition must be career orientated
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You should be aged in your twenties, and of graduate calibre.

Key duties and responsibilities include:

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In return, we will provide you with unrivalled opportunities to meet your personal and professional goals, manage your own time and attain a level of achievement only you can limit.

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Tudor Park Hotel
Saturday 20th June
9am-1pm
Ashford Road
Beardsted, Maidstone, Kent
(off junction 8 on M20)

GUILDFORD
Accountancy Personnel Offices
Saturday 20th June
9am-1pm
246 High St
Guildford, Surrey

If you cannot come along during these times, please contact Jane Fitcroft on 0483 303687.

Accountancy Personnel

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CHAIR IN
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The University of Strathclyde invites applications for a Chair in International Finance in the Department of Economics to complement ongoing research within the Department. The successful candidate will have an established reputation in international finance research and a proven ability to initiate research and generate research funding.

For application form and further particulars (Ref 61/92) contact the Personnel Office, University of Strathclyde, Glasgow G1 1XQ. Applications closing date: 18th July 1992.

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EDUCATIONAL
TELEVISION COMPANY
FINANCIAL CONTROLLER

London

A Financial Controller is required for September 1992, for this newly formed company. The company will employ a staff of Education Officers and an editorial team who will publish the publications, computer software, video and other materials which promote and support the Channel 4 Schools Television Service, and will provide advice on the needs of schools for Channel 4 and the producers of its schools programmes.

The Educational Television Company will publish annually a range of up to 200 different titles and products which it will sell predominantly by mail order to schools in the UK. Its turnover in 1991 will be £2.5 million.

Working to the Chief Executive, the Financial Controller will develop and oversee the financial strategy of the ETC, directly control the day to day financial running of the publishing operation and advise the Chief Executive on new developments, pricing policy and computer systems.

This key position will attract a qualified accountant with experience of publishing and an interest in starting up a new business. Based on a 3 year fixed term contract, the salary will be c £28,000 pa. Please write for an application form to:-

The Personnel Department, Yorkshire Television Limited,
The Television Centre, Leeds LS3 1JS.

Closing date for applications: 1st July 1992.

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Available packages comprise:

- * Salary and company car or full commission - first year OTE £20,000.
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ACCOUNTANCY TIMES

Merger puts Stoy Hayward back on the road to recovery

Jon Ashworth
charts the progress
of a firm that
became associated
with a string of
corporate failures

Two years ago, Stoy Hayward was a thriving medium-sized practice with a solid base of clients and a great future. Disaster then struck as the firm's name became associated with a string of corporate failures of sufficient magnitude, some said, to sink it once and for all.

A run of unparalleled bad publicity began with the collapse, in October 1990, of Polly Peck, a company Stoy Hayward had audited since 1973 and had grown to become its flagship client. It was quickly followed by the collapse of Laventhol & Horwath, Stoy's American affiliate, the seventh largest accountancy firm in America.

The litany of gloom continued with the demise of Roger Levin's financial services group, another audit client. This became one of the most celebrated failures in the sector since the Financial Services Act.

The tale did not end there. Stoy Hayward was auditor to Astra Holdings, the munitions company being investigated by the department of trade and industry. It audited Shop Shop, which went into receivership in 1990, and Citygrove, the failed property developer. In April 1991, Amber Day, the fashion retailer, dropped Stoy as auditor.

It was not a happy record even allowing for the recession, the firm's clients appeared accident-prone. Months passed, and Stoy kept its head down. It broke cover last week to announce a merger. To the disappointment of the cynics, it was not a merger that saw Stoy swallowed by a larger firm, in the manner that Spicer & Oppenheim disappeared into Touche Ross. That would have vindicated their view that Stoy was dead in the water. Instead, Stoy did the swallowing. The prey was Finnian & Co, ranked twentieth in the accountancy league table.

The merger might be the first visible sign that Stoy is making a comeback. Or perhaps it is a sign that the firm has been unable to make it on its own. Either way, the scars run deep.

Adrian Martin, managing partner, and Dermot Mathias, marketing partner, are leading the fight to restore Stoy's credibility. The 20 months since Polly Peck hit the headlines have contained some painful lessons.

"When we went through our difficult patch, the firm was



Fighting back: Dermot Mathias, left, corporate finance partner, with Adrian Martin, managing partner

pretty shell-shocked and it took us all by surprise," Mr Martin says. "We'd never been through anything like that before."

Press enquiries at the time of the Polly Peck collapse were met by a wall of silence. Stoy now accepts this was a serious error of judgment. Mr Martin says: "When things went wrong on Polly Peck we took some advice from another Big Six firm and they said: 'Don't say a word to anybody, don't speak about Polly Peck, it will go away.' We really did believe that by not speaking to the press we were going to avoid fuelling the whole debate and eventually the thing would blow over. We had no idea that people would focus on our role."

From October 1990 to January 1991, Stoy Hayward felt the full glare of public scrutiny. Mr Martin says they might have handled events better had it not been for the traditional committee structure in which partners shared decisions. "It meant you had got some nice guys there but they weren't necessarily there to do a specific task," Mr Martin says. "You just cannot have five people collectively running a business like this."

Individual partners have since been given specific responsibilities. In April 1991, the firm was dropped as auditor to Amber Day, Philip Green's colourful high street fashion retailer. The move was seen by many as the coup de grace for Stoy, but it insists it only lost eight audit clients during 1991.

Mr Martin claims to have taken on many new clients in that period, most of them in its

classic target range: private, family-run businesses. Stoy has always clung to the belief that if you catch a company early enough in its life cycle and follow it up the ladder, the rewards will follow, accordingly. Events of late 1990 would suggest it got its formula badly wrong. Mr Martin disagrees. "It was a unique situation, with the end of the eighties, that our type of client was perhaps more likely to succumb to the overgearing and overtrading that was so typical, and often encouraged by banks and brokers."

Mr Mathias says other factors came into play. "Partly, it is just the geographic skew of our business. We are very much dominated by our large office in the South East and this was a service-industry South East-based recession."

Mr Martin argues that timing was against the firm. "I really think we were unlucky that Polly Peck came first. If Maxwell had come first, or BCCI, I think Polly Peck itself would have been seen in a very different context."

Far from changing its strategy, the firm is actively courting family businesses. According to research conducted on its behalf, 76 per cent of all businesses with a turnover of £1 million or more are family controlled. Over half of private sector employees work within family controlled businesses, and about a third of all quoted companies are under family control. This is reason enough to stick to the old formula, Mr Martin says. He rejects any suggestion that Stoy's name has been tarnished so badly that larger companies won't touch it.

An auditor can sometimes claim to be powerless if a client deliberately furnishes false information. Stoy insists it deserves some credit for alerting financial regulators about the Levitt Group after spotting the danger signals. The infamous

letter to clients is another matter. Before the Levitt collapse, a letter on Stoy Hayward note paper was issued to clients recommending Levitt's investment services. "That was quite clearly an embarrassment," says Mr Martin.

"To this day, nobody really knows quite how it came to be written. Our suspicion is that someone from the Levitt organisation phoned up and dictated a letter to somebody. It was a nonsense letter."

Letters are meant to be checked by partners before being sent out but this one apparently slipped through the net. Worse still, the usual disclaimer had been blanked out. Stoy accepted this stoically as just another in a string of calamities. "I don't think we could do anything at that time that was going to be right," Mr Martin says. "We'd gone beyond a point where anything that Stoy said or did was going to be used in a cynical or snide way against us. Clearly the advice we had to keep our heads below the parapet was the right thing to do."

At the height of its troubles, the firm lashed out at a so-called "whispering campaign" by its larger rivals. This is still a source of some bitterness. "I think that the global six thought that they could discredit all the major national firms," Mr Mathias says. "They thought they could keep all the public company work for themselves, and I think they were quite effective in encouraging people to question Stoy's role at the time of the bad publicity. I'm quite sure that there was a cam-

paign. "I think now they have shot themselves in the foot. Having had a go at us, they are now having to answer the same comments themselves. We were a thorn in the side, if you like, of much bigger practices. We were I suppose for a period an easy target."

The firm says it has not been pushed into making mass redundancies as a result of loss of business although it has stopped taking on students who complete their training. "The problem now is that there is actually nowhere for them to go," Mr Martin says. "We have to prune to strength and encourage the weaker ones to go. Part of the problem is that we over-recruited anticipating normal levels of natural wastage which hasn't happened during the recession. People would be moving on but there are no other jobs out there."

The merger with Finnian gives Stoy 176 partners and 1,300 professional staff and more than 50 publicly quoted clients. National fee income for the year to March 31, was £68 million. The combined firm remains the tenth largest accountancy firm.

The firm is focusing on companies in regional areas on the assumption that the Big Six will never be able to match its level of service. It will be fighting Grant Thornton and other competitors for a slice of the pie.

For Stoy Hayward's leading partners, what's past is past. The firm has emerged leaner and fitter, with a new management style, and a loyal band of clients to support it. Time will tell whether the lessons have paid off.

Biting the bullet of audit exuberance

THREE documents were published last week which suggest that the accountancy profession is at last taking extraordinary measures to curb the occasional outbreaks of excessive commercial exuberance among the largest audit firms.

The truth is marginally different. The firms have won a concession or two, and on a few fronts the battle is far from over. But the ethical guidance on the three areas of opinion-shopping, specialist valuations and lowballing is spectacularly tough by comparison with what used to pass as rules. And to back up this attitude Cajec, the profession's joint ethics committee, has published some of the responses that it received on the first round of consultations.

On the question of specialist valuations, the views quoted are remarkable. It is obvious that the practice of an accounting firm taking a large fee for creating a valuation for a company's brand names and then taking a large fee for auditing that valuation has annoyed a lot of people.

But mostly it is Coopers & Lybrand that has annoyed people. The firm created the valuation of the newspaper titles in the Mirror group. The other firms were furious. Hence the comments in the responses. "A substantial majority of firms indicated that the prohibitive route should be adopted," the background note to the guidance said. "Doesn't this just mean that all the other firms have ranged up on Coopers? You ask at the press briefing. You get a stonewalling answer but the number of smiles around the table provide the real answer. The views quoted in the responses are solid."

"The auditor brings many skills to bear in forming his opinion," one said. "but his role is distinguished above all by the notion of independence. This hallmark of the audit process is immediately compromised if the auditor directly determines or is significantly involved in the determination of amounts to be included in the financial statements."

Or another. "In my view, it is time for the profession to 'bite the bullet' and give more substance to the requirement for independence. 'Biting the bullet' means that auditors must be prohibited from carrying out valuations for clients and then auditing their own work."

That is precisely what the guidance now laid down requires. The full draft guidance bans the practice and is out for final discussion until August 15. Cajec, however, made it plain that it really expects to only have to do a bit of fine tuning before the final rules take effect, probably in December.

Coopers, however, remains unrepentant. The firm has made it plain that it still thinks that if, in a large firm like theirs, the processes of brand valuation creation and audit can be properly separated by "Chinese walls" then there should be no problem. But the public perception is somewhat different. Coopers will have to bow out on this one.

On the guidance on opinion-shopping there is little opposition to the rules. Everyone is agreed that a very difficult and unfair process should be outlawed. The difficulty is quite how to do it. If a company seeks to play off two accounting firms, in an attempt to blackmail its auditor to bend on some accounting principle or other, it is very hard to

stop the practice. "Opinion-shopping", as one of the responses put it, "is undoubtedly a problem, particularly for some small and medium-sized firms with listed company clients or large private clients. For these firms it is sometimes difficult to sustain their objection to a proposed accounting treatment when the client has already obtained a contrary view from another, usually large, firm."

The only real solution is openness and that is what Cajec has gone for. "The member whose opinion is sought in such cases should ascertain the circumstances of his being consulted and all the other available facts relevant to formulating a professional judgment. And then 'if the company or entity seeking the giving of a second opinion will not permit the member to make enquiries of the existing auditor then he should decline to act'."

In the third of Cajec's papers, more contentious issues arise. The paper covers the practice of lowballing, or predatory pricing as Cajec insists on calling it. This is simply where an accounting firm has pitched in an offer to do the work at a startling discount. In the United States various of the individual states' bodies have, or are, taking action. In New York, a task force on the issue has come to the view that "severe lowballing of fees creates a presumption that auditors have a direct financial investment in the client, which would impair independence."

In Texas the practice is already banned. A firm cannot offer services at a fee "that is less than the direct labour costs reasonably expected to be incurred in performing the service". Cajec's paper on the problem is a first stage. It puts forward three possible solutions and then asks for responses. A final paper will then be published and action taken early next year. The three solutions cover the wide range of possible solutions.

You can say that the market is free and so no action should be taken. You can follow the Texan route and compute a minimum fee based on direct labour costs. Or you can say that the system will be policed.

This is the solution that the working party which produced the report prefers. But it has been changed significantly since the first draft of the report. The basis is still secure. Any firm undercutting a rival significantly "should be aware that their perceived independence may appear to be threatened. Such firms should take care to allocate the appropriate quantity and quality of staff, both in terms of competence and time, to the audit."

When the working party produced its first draft, the word was that if a complaint of lowballing was made then the profession's own watchdog, the joint monitoring unit, would go in and investigate the relevant working papers to assess whether standards had plunged along with the fee. Now the report turns this around. Instead of insisting on a right to inspect the firms, it now advocates the idea that "firms should be prepared to demonstrate" that the work did not suffer.

An audit firm turning up at an enquiry with a sheaf of papers to demonstrate its high standards of audit work is a very different thing to a watchdog going in to have a rummage around in the audit files. Cajec should toughen its stance further on this one.

The author is the Associate Editor of Accountancy Age



ROBERT BRUCE

'Clearly the advice we had to keep our heads below the parapet was the right thing to do'

'If Maxwell had come first, or BCCI, I think Polly Peck would have been seen differently'

Guide may have short-lived use

A MONTH after the Auditing Practices Board issued proposals for reform of the audit report, the Institute of Chartered Accountants has launched an eight-page guide, *Understanding an Audit*, to explain the existing system.

Martin Scidona, of Touche Ross, who developed the guide as chairman of the institute's auditing committee, said he was aware that it might be out of date within months but had been requested by institute members wanting a simple explanation of directors' and auditors' responsibilities, to give to small company clients.

He said: "There was so much need for it now, so much confusion about what the audit report is and is not, that we decided to go for it."

The guide can be used as a measure of the APB's proposed changes. The negative side of the campaign to narrow the expectations gap matches subsequent efforts by

the APB, explaining the limitations of the audit report in use, meaning and responsibility. On the more positive changes, there seems less basic difference than the APB might care to think between existing practice on judging if a company is a going concern and the proposed auditing standard, except that the latter is more explicit.

The big difference is in the meaning of the audit report. "An unqualified report consists of two paragraphs containing standard words and phrases with a specific meaning." One of these code phrases occurs on the qualified report. "The words 'subject to' would be used in respect of a matter about which the auditor was uncertain, but which was not fundamental." Not any more if the APB has its way. Getting rid of arcane codes known only to accountants was central to its proposals, and the vessel phrase 'subject to', is to be abolished.

LETTERS

More disclosure is a joint aim

From Mr J. Potter

Sir, The Institutional Shareholders' Committee has published a document seeking more R&D information. In your recent report on the ASB's withdrawal of proposals to include "revenue investment" in the profit and loss account, you suggest that, as a consequence of this, the ISC's request is less likely to be met. The reverse is true. The ISC's report stresses R&D information does not have to be in the audited financial statements and could more appropriately be included in the annual report narrative section. This is precisely what the ASB is advocating for all forms of revenue investment in its proposals for an Operating Financial Review. We both want the same — more disclosure.

Yours faithfully,
JULIAN POTTER
(Secretary General,
Institutional Shareholders' Committee,
51 Gresham Street,
EC2).

Shareholders first

From Mr David Shamash

Sir, I am glad to note the recent tendency among public property companies to cease capitalisation of interest. Clearly a company cannot be better off by merely carrying out a book keeping exercise; all this practice does is raise taxable profits (or cut allowable loss), to the benefit of the Revenue. The company pays more tax meaning less shareholder value. It is not in their interest, and they should complain vociferously to companies continuing the practice.

Yours faithfully,
DAVID SHAMASH,
Covent Garden Group,
34 Floral Street, WC2.

West fosters frontier spirit in Warsaw

Polish émigrés are returning with a mission to their home country to build up the economy, Edward Fennell explains

WHILE Poland adjusts to its government, one of the stabilising elements within the economy is the western accountancy firm. In many cases these firms have been set up with a strong sense of mission under the management of returning first and second generation émigrés.

Anthony Rezek, for example, one of the partners in the Coopers & Lybrand Warsaw office, is from Scotland. Now in mid-career, he has returned to his father's birthplace.

Derek Chrusciak is Mr Rezek's opposite number at Ernst & Young. Born in Gloucestershire of Polish parents, Mr Chrusciak asked to be sent to Warsaw to develop the firm's Polish practice. Unlike other firms, Ernst & Young has undertaken an ambitious programme of regional office openings in Poznan, Katowice and Gdansk. "We have one third of our work outside the Warsaw area so it is worth our while to open offices elsewhere," Mr Chrusciak explained.

Although the returned ethnic Poles are proving effective as bridge builders with government officials and the new entrepreneurial class, their lives are not entirely easy. "You will occasionally come across snide remarks about 'plastic Poles'," Mr Rezek said. "When locals want to get at us they say we're not

second generation, just second rate."

For people who have come to Poland intent on building a new future, such accusations may hurt, but they are not a deterrent. There is a strong frontier mentality about life in the Polish economy. Government policies and key civil servants can change at a furious pace and there is little chance of delivering the kind of authoritative advice accountants would in the West.

"Frankly it's difficult to keep up with what's going on here," said Peter Driscoll from the Price Waterhouse office in Warsaw. "There are lots of proposed legislative changes and you can never be sure about what has been implemented and what not."

All the leading accountancy offices are enjoying growth. Richard Turner, who heads MC, is impatient at the bad news stories in the western press. "There's an economic boom going on out here and the only problem is that it may not be recorded by the government figures," he said.

"The private sector is really taking off and I think we may well be seeing the emergence of something on the Italian model. The unofficial econo-

my in this country is very buoyant but it doesn't come through in the statistics."

Audit, corporate finance, and tax and legal services are all finding eager customers among multinational clients and the government.

"We're doing a lot of restructuring of companies on behalf of the government prior to privatisation," Michael Baker, who runs corporate finance at Price Waterhouse, explained. But real estate consultancy, executive search, and even straightforward accountancy services are also generating a lot of clients.

Coopers and Ernst & Young are setting their sights on information technology work. "We've just won a big contract to computerise the Polish Customs Service," Mr Rezek said. The so-called

Polonisation of the accountancy firms is high on the priorities of all resident partners. In most cases, the staff are already about 75 per cent Polish.

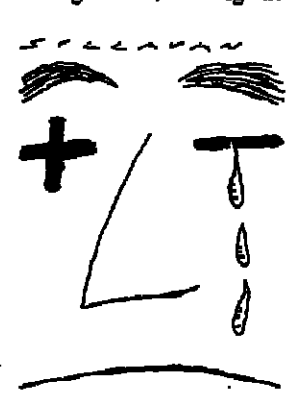
"Currently the calibre of graduate recruits is probably higher than we would get in London," Mr Rezek said.

Mr Chrusciak foresees mergers taking place with Polish accounting firms in the medium term, as a way of expanding rapidly.

Heavy in weight, light in numbers

IAN Plaistowe, newly ennobled as president of the Institute of Chartered Accountants in England and Wales, is busy preparing for next week's annual conference at the Grand Hotel, Eastbourne. Whispers on the street suggest that he might end up playing to an almost empty house. Despite the presence of heavyweights such as Brandon Gough, of Coopers & Lybrand, and Michael Newmarch of Prudential, the institute's members have been showing a singular lack of interest. Both the previous conferences, held in Brussels and Jersey respectively, attracted about 200 delegates willing

to pay the big conference fee, £500 this year. With a week to go, word has it that only 23 people have sent in their booking forms, raising the



ANY OTHER BUSINESS

spectre of a conference at which the delegates will barely outnumber the speakers. "There probably will be a little less this year," says a spokesman, choosing her words carefully.

Heads for heights

COMMUTERS arriving at London Bridge may have noticed frenzied activity on the roof of Southwark Towers, the 330 ft flagship office of Price Waterhouse. They are probably unaware that from 10.30 on Saturday morning, more than 1,000 volunteers — including the accountancy district of The Times — are due to assemble down the side of the

building in aid of charity. The 24-hour event is the culmination of a three-year campaign to raise £1 million for a kidney unit at nearby Guy's hospital. Not only is PW lending the building but two of its public relations officers, Gay Ayton and Simon Scott, are joining in. They will win the endless gratitude of Ian Brindle, senior partner, who has no plans to go over the parapet on the day. The stunt is expected to raise more than £100,000.

Cricket consultant

FROM today, cricket fans who want to learn more about the mysteries of the game need look no further than their local

bookshop, thanks to Robert Eastaway, formerly a management consultant with Deloitte Haskins & Sells. Eastaway, who set up his own business two years ago, co-founded the Coopers & Lybrand cricket ratings and has written a book, *What Is A Googly?*, which appears on bookshelves from today. "I'd love more people to be going to watch cricket," says Eastaway, 29, who helped create the ratings at the request of Ted Dexter, chairman of the England selectors. As a freelance consultant, he continues to help Coopers with the ratings. Fans hoping to obtain an autographed copy are likely to find him at Lord's enjoying the first day of the second test.

JON ASHWORTH

THE TIMES UNIT TRUST INFORMATION SERVICE

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FOR INDICES

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PAKISTAN

Bold march down the secular road

Though beset by rumours of an overthrow, Nawaz Sharif, the prime minister, has defied the fundamentalist lobby and begun to attract foreign investment. Christopher Thomas reports

Religion has long been a tool of Pakistani politicians and military men, who have played the Islamic card for political expediency. There is now a recognition in the top echelons of the government of Nawaz Sharif, the prime minister, that Pakistan must pursue a more secular path for its own economic good, and serious attempts are being made to recast Pakistan as a moderate Islamic state, liberalise the economy and woo foreign investment.

Being equated with Iran and Afghanistan, it is recognised, could isolate Pakistan in a larger secular grouping of Turkey and the Central Asian republics. Distance is being placed, therefore, between the Sharif government and the fundamentalists, who were first defied when Pakistan decided to end aid to the Afghan Mujahidin from January 1.

It was an almost unprecedented step in the face, and since then the relationship has gone from bad to worse. The fundamentalists lost out when a relative moderate, General Asif Nawaz, took over as head of the military. A few cabinet ministers have gone public with demands that religious hardliners, who have little popular support, should no longer hold such disproportionate sway over Pakistan's political life.

Qazi Hussain Ahmad has taken his fundamentalist Jamaat-i-Islami out of Mr Sharif's governing coalition, the Islamic Democratic Alliance (IDA), principally in protest over the changes in Afghan policy. Before doing so, he faced exceptional criticism from Mr Sharif over the Gulf crisis, Islamisation of the economy and Afghanistan.

The worsening tensions with the religious right are largely the consequence of the government's new economic policies. Mr Sharif has slashed through the tape and promised a new economic climate. He has embarked on a privatisation programme, although it is beset with problems.

He is himself an industrialist with huge interests across a wide range of products, and thus knows the problems personally. He is probably the country's richest businessman: his empire has grown at a phenomenal speed every year for

many years. Questions about his business methods notwithstanding, he is seen by many fellow businessmen as an ally in their attempts to have barriers to foreign trade lifted.

In response, foreign money has started arriving, but cautiously, as it has in India. Exploratory investments from overseas are designed to test how easy it is to survive in a business climate based in large measure on corruption and connections. Many find it distasteful. And there are questions about Pakistan's longer-term political stability.

There is no obvious immediate threat to Mr Sharif, although the ground never stops trembling beneath his feet. This is a country of rumours and intrigue, and there has been much talk of a conspiracy between the army and President Ishaq Khan to oust the Sharif government at some time in the

Karachi, capital of Sindh, in a large house surrounded by a 20-foot wall with watchtowers, searchlights and armed guards.

One of the more durable rumours has it that the army, which was involved in her dismissal from power, remains determined to keep her from office, whatever it takes, because she tried to curtail its powers. The military is aware that if the Sharif government were dismissed, the door might be opened to her. That explains yet another rumour, that the president and the army are considering the creation of an interim national government without "discredited" figures such as her, while a more stable system of government is worked out.

None of this may come to anything, and it probably will not. But the flow of speculative headlines creates an atmosphere of instability. This in turn makes political projection in Pakistan impossible, and that worries potential investors.

Then there is the relationship with India. Pakistan tends to define itself by India. Pakistanis are hungry for information about life on the other side: are they better off over there, is corruption as bad, are there plenty of jobs? The government often tailors foreign policy to what Delhi does, and domestic issues can be influenced by cross-border compulsions. Substantial military expansion and development of a nuclear capability have always been justified by fears of the bigger neighbour.

Overlaying this stressful relationship is Kashmir, representing the unfinished business of partition in 1947. Both in Delhi and Islamabad the press is jingoistic and compliant to the respective governments' positions on this issue, and banner headlines frequently raise the spectre of another war as though people were hungry for it.

"We'll give firing reply if attacked," says prime minister, "is the kind of off-repeated headline on both sides of the border. This emotional blind spot makes rational and informed debate impossible."

Mr Sharif has cautiously attempted to suggest a new way of thinking about Kashmir. Some of his comments were widely interpreted as suggesting that the "third



Words from above: Nawaz Sharif, right, at a crowded mosque in Lahore, has alienated the religious right through his policies

option", an independent reunited Kashmir, might not be out of the question. Official spokesmen quickly played down such a notion, doubtless in response to the stunned reaction of politicians across a broad spectrum.

So the stalemate continues. Indian soldiers occasionally shoot over the border into Pakistan, and Pakistani soldiers do the same in the opposite direction. Partition continues to take a human toll.

North of Kashmir a real war is under way across the Siachen glacier. It is a forgotten battle on the roof of the world, where men's lungs burst from the altitude, where their eyes are permanently blinded by snow, and where the machinery of war blazes away for no fathomable reason. More people die from the elements than from battle.

Nobody ever lived in Siachen. Nobody even wants to try. This

bizarre war, justified by some vague strategic logic, is symptomatic of the irrational cross-border political and military excesses that have gone on for nearly half a century.

There is one area, however, in which things have changed. The political and military equations for Pakistan used to be simple: the threat came from the eastern neighbour, and strategies had to be devised accordingly. Now there is a new threat from the west — from Afghanistan — which is unpredictable and probably far more real. Afghanistan is unstable, heavily armed, leaning towards Islamic fundamentalism, and awash with drugs that could make Pakistan's drug problem look modest.

Ethnic nationalism in Pakistan itself is bigger than even this threat. Sindhis, Baluchis and Pathans might become more restive in response to ethnic strife in Afghanistan. A Pashtun backlash against the minority ethnic groups that

held power in Kabul could spread across the border, where there are three million Pashtun refugees from Afghanistan. During the Afghan war, Pakistan principally backed Gulbuddin Hekmatyar, the Pashtun Mujahid leader, but to Islamabad's discomfiture he is not in power: the Tajiks and the Uzbeks are.

Finally, there are the living standards among the poor of Pakistan, which are falling largely because the population is rising so fast, although the mega-rich elite continue to do very nicely. Birth control is feared as a political issue, because the mulas are so fiercely against it. The withdrawal of United States economic aid because of Pakistan's nuclear programme has severely affected what few birth control projects there were. Poor families who used to receive free condoms now have to buy them, when they are available.

The education of the masses is an area of fierce debate. English-medium schools are the norm for the upper classes, but for the labouring masses Urdu and religious orthodoxy are stressed. This denies the poorer majority any prospect of social mobility, and keeps them under the influence of the conservative mullahs.

So liberalism and orthodoxy exist side by side, one for the elite, one for the rest. The legacies of Zia ul Haq, the late dictator, continue to influence the lives of the majority, while the westernised, English-speaking minority go about their lives with imported whisky in hand, Japanese cars in the garage and American clothes on their backs.

For this elite, talk of taking Pakistan into the 21st century is old hat. They have been there from the beginning. The question for Pakistan is whether it is ready to allow the poor to enter the modern world, knowing that this might upset the order of things.

The fertile Hunza valley in the north has one of the world's most spectacular backdrops

A flight to the kingdom where snow leopards roam

Even in July dark clouds scud across the Khunjerab Pass, squalls of sleet twisting in hard bursts between the mountains. On the highest manned border crossing in the world there is little oxygen, less warmth and no shelter at all. A loosely nailed metal bangs against its post reading "China - drive right" and "Pakistan - drive left". A lone border guard huddles down in his sheepskin-lined coat emerging only to scrounge cigarettes from passing travellers.

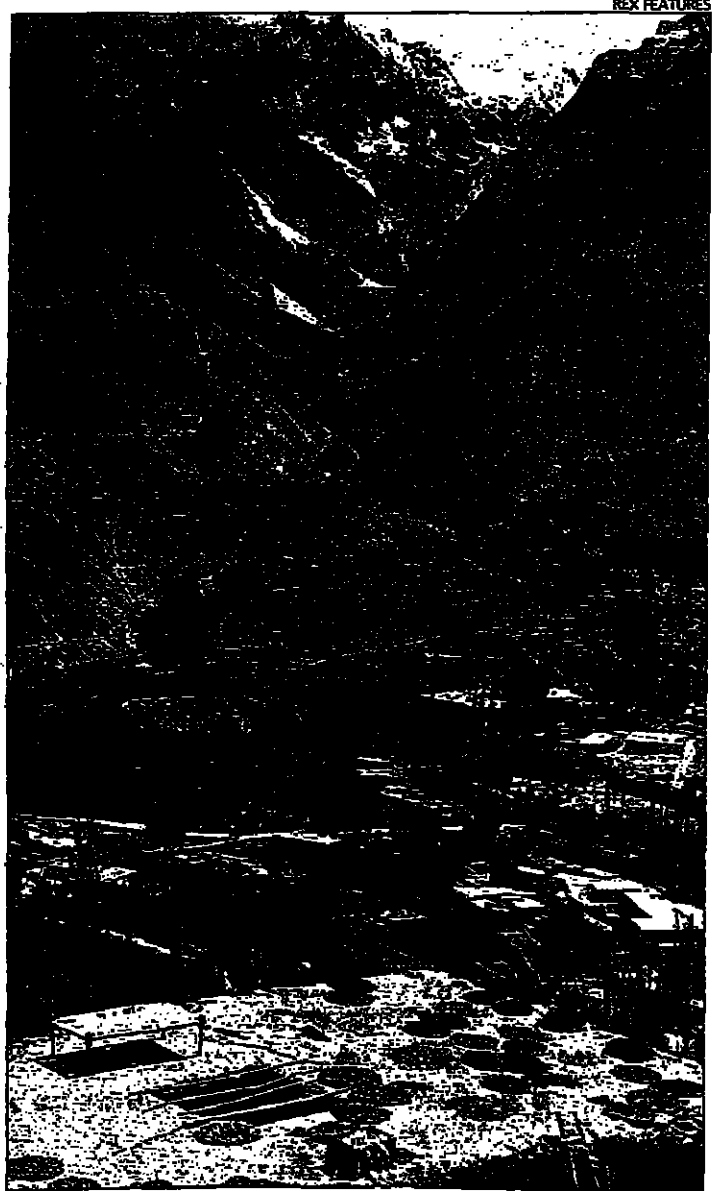
The Khunjerab is a wild windswept plateau, the meeting point of Asia's four great mountain ranges, the Pamir, the Himalaya, the Hindu Kush and the Karakoram. Since it opened five years ago it has entered the long-haul travellers' mythology as one of a handful of journeys which are both relatively accessible and outstandingly spectacular.

The drive from Islamabad to the pass can be done in a comfortable three days, with luck and good weather it is possible to fly to Gilgit, the only stable town in the region, and on that time in half. The flight itself is dramatic, in a noisy propeller-driven Fokker which flies up the Indus river valley well below the towering mountains into the valley kingdoms of Gilgit, Hunza and Nagar.

If you stand near the road at the heart of the Hunza valley and shade your eyes, the landscape could be that of southern France. Orchards and cornfields alternate in a bright patchwork of terraced fields, hemmed by tall poplar trees. At 8,000ft the air is so clear it makes your head sing. Mud huts cluster near tracks winding through the fields, and at harvest time the valley hums to the rhythmic beat of drums as children pace the threshers while they winnow out the grain. Surveying this scene is a pair of squat medieval fortresses perched above the fields.

And then you look up. Five peaks surround the valley, all over 25,000ft high, their snow-covered heads rearing above the valley floor, ridge-lines harsh white against the deep blue sky, deep crevasses etched into the ice. The contrast is overwhelming. People come simply to sit in a hotel garden and marvel.

Hunza is home to most of Pakistan's Ismaili Muslims, the followers of the Aga Khan and a gentle and moderate people. Visitors should look up Daud Ali Shah,



Sun and snow: travellers are discovering the beauty of the valleys

five foot nothing of verbose good humour and local information. He runs the Hunza Tourist Shop by the Park Hotel in Gilgit, but can usually be persuaded to lock up his store and spend a couple of hours having lunch.

There he will regale his visitors with wildly improbable, but vastly entertaining stories about snow leopards eating his uncle's cattle, crazy Swiss climbers lost in the mountains, and long winter evenings when families gather around the fire, telling stories and drinking the harsh local mulberry wine.

Until 1971 Hunza was an inde-

pendent kingdom ruled by a Mir, the last of whom lives in Islamabad and claims to be the scion of a thousand-year dynasty. The valley ran on a complex but efficient co-operative system, with every able-bodied male putting in a number of days each year on the irrigation canals which keep the valley alive.

Land is distributed according to social standing along the canal lines, with the aristocracy at the top where water flows fresh from the glacier.

Life has always been hard in the valley. Early visitors were taken in by locals' tales of enormous long-

evity, but ignored the poor health and harsh winters which ensured that the few children who survived infancy would be so tough that little shill of a rock on the head would kill them.

Much of this is now changing. The road has brought benefits like hydroelectric power, education and health care. But it has also brought cigarettes, sweets and money into what was essentially a cash-free community. Many of the younger generation now leave for the big cities of lowland Pakistan, and few return. Walking through the valley, one is struck by the number of old people and children, and the paucity of young adults.

Across the Hindu Kush are another group of people threatened by the encroaching 20th century. The Kalash are the last pagan tribe in Asia, and in three remote valleys on the Afghan border they carve out a living from the mountainsides, tarring fields to grow maize and barley and grazing livestock on the high pastures. They practise an earthy animism, based on the worship of spirits in streams, trees and mountains.

But like the people of Hunza they face a threatened future. Despite Islamabad's best efforts, Islamic missionaries offering brotherhood with Pakistan, and Christian missionaries bent on converting lost souls, are infiltrating the valleys. Each visit brings more conversions, and the Kalash are dwindling.

At the same time the valleys are discreetly promoted in the Islamic republic as the only place where alcohol is freely available and women can be seen dancing. The hordes of Pakistani tourists who descend on the valleys for the spring and autumn festivals, a whirling riot of colour, dancing and merry-making, mean that many of the celebrations now have to be conducted at night, in a vain attempt to dissuade the gawping masses.

Sadly, after 2,000 years of isolation, the Kalash and the Hunzakuts are probably doomed. The foreign visitor is faced by a perennial dilemma: whether to intrude on their culture, or deprive them of freedom to trade. But for those who are sensitive and open there can be few more rewarding destinations than the valleys of northern Pakistan.

ROBERT ADAMS

Miracle or mirage?

When Nawaz Sharif took over as Pakistan's prime minister in November 1990, the first industrialist ever to hold the post, he promised to usher the country into an economic miracle. He immediately brought about a fundamental shift from an over-regulated and semi-closed economy to a more open, market-orientated system.

He freed the economy from stringent bureaucratic controls, and set in motion what is described as the world's fastest privatisation process by putting state-owned enterprises and banks on sale. To attract foreign investment, he lifted controls on foreign exchange and permitted remittance of profits.

Nineteen months down the road, however, the country still has some way to go before the economic outlook improves. Mr Sharif has taken a number of bold policy initiatives, but the effects have been offset by financial indiscipline, economic mismanagement and rampant corruption.

There has been impressive economic growth of more than 6.4 per cent over the past year, but the population continues to grow at the high rate of 3.2 per cent a year, and there has been no significant improvement in overall economic well-being. The Sharif government faces rising unemployment, an unprecedented high inflation rate — officially 9.6 per cent, but thought by many economists to be higher — and a growing budget deficit.

There have been positive effects from the reforms. They provided an encouragement to the private sector to invest in industry. The lifting of import restrictions on capital goods also helped to accelerate industrialisation. Since January 1991, the government has sold off 40 of the 115 state-owned industrial enterprises and two nationalised commercial banks.

The objective of the privatisation policy, according to Sarraj Aziz, the finance minister, is not only to open up the economy and encourage an open-market system, but also to lighten the government's financial burden. "Only 10 of the 115 state-owned enterprises were making a profit," Mr Aziz says, "while the rest were losing money."

This state of affairs has contributed to the budget deficit, and the government is expected to earn more than 50 billion rupees (over £1 billion) by selling state-owned

Radical surgery to an ailing economy has yet to show consistent benefits, while rising unemployment threatens

enterprises and financial institutions. Mr Sharif hopes that this income will help to narrow the deficit.

After an initial success, however, the privatisation process has run into controversy and court challenges and is being slowed down. Many economists believe that the government went too fast in disposing of the state-owned enterprises. They are critical of the govern-

ment's policy of putting the enterprises up for auction rather than selling off their shares through the stock exchange. They contend that the gradual disinvestment through the stock exchange would have resulted in wider ownership and deterred the creation of monopolies.

There have also been allegations of a lack of transparency in approving the bids. Some reports suggest that entrepreneurs close to the ruling Islamic Democratic Alliance, led by Mr Sharif, have been favoured. On the other hand, Senator Saeed Qadir, the chairman of the privatisation commission, rejects these charges and claims that there has been no irregularity in awarding bids.

Despite a marked improvement in industrial investment, the government continues to find itself in

an increasingly difficult situation over the budget; and in addition to the widening deficit there is a trade imbalance. The causes of the twin deficit, budgetary and trade, to a large extent lie in past policies.

During the 1970s and for some time after, Pakistan registered a statistically high growth rate, but this was largely achieved through running high internal and external deficits. Rising government expenditure was not accompanied by an increase in revenue. Political considerations deterred successive governments from taking unpopular measures to broaden the tax base. The deficit was financed by bank borrowing and printing banknotes. As a result of the heavy borrowing the debt burden piled up.

The situation has now reached a point at which debt servicing takes 42 per cent of revenue. Increased spending on defence has further aggravated the budgetary position. More than 95 per cent of revenue is consumed by three items, debt servicing, defence and administration, which leaves almost nothing for health, education and the development of much-needed infrastructure, such as roads, telecommunications and power generation. That this year's deficit has reached more than £2 billion indicates the gravity of the situation.

The decline in remittances sent by Pakistanis working abroad in the Gulf and elsewhere, and the stoppage of American economic and military aid, have worsened the situation. While it cannot afford to default on debt repayment, it is not easy, either, for the civilian government to confront

the powerful generals by cutting spiralling defence expenditure. Resource constraint has seriously affected development plans, which has in turn slowed industrial growth.

Rising unemployment is the other principal difficulty faced by the Sharif government. A recent study estimates that 5.7 million people, 17 per cent of the labour force, are unemployed. Each year an additional 500,000 people join the ranks of the unemployed.

At this rate a quarter of the labour force will be unemployed by the end of the century. With Pakistan unable to control its population growth, one of the highest in the world, the situation has assumed serious proportions.

ZAHID HUSSAIN



Karachi docks: as well as the widening budget deficit the government faces a trade imbalance

Privatising the Communication Sector in Pakistan

The Government of Pakistan is soliciting foreign and domestic private sector participation in a large number of projects in the fields of telecommunications, highways and motorways, and ports and shipping (including the development and operation of Gwadar Port on BOT basis).

The Government also proposes to privatise the Pakistan Telecommunication Corporation, Pakistan National Shipping Corporation and National Tanker

Company which are all state owned enterprises.

For further information and expression of interest please contact:

Joint Secretary - I,
Ministry of Communications,
Government of Pakistan, Islamabad.
Phone: 92-51-214059
Fax: 92-51-828724
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Doubts about England's attack for the Lord's Test give Pakistan every reason for confidence

Akram poses threat to England

BY ALAN LEE, CRICKET CORRESPONDENT

ENGLAND'S cricketers may be about to experience the same sensation as the partygoer who finds the revelries have ended while he is still searching for the corker.

Pakistan began this Test series infected by doubts and disruption but their days of susceptibility look to be over. The contest begins in earnest today and England could soon be regretting the weather at Edgbaston and their timid approach there.

On the Lord's ground where they have not won the traditional June Test match for ten years, England must confront the bowlers on whom Pakistan's mighty bowler is based. Wasim Akram, who missed Edgbaston, and Waqar Younis, who was present but far below his peak, are reunited and will form, with Aqib Javed and Mushtaq Ahmed, a four-man attack the rest of the world will envy. The spectacle will be handsome for the crowds, who have paid almost £1.5 million in advance sales, but it may be harrowing for the England batsmen.

Since the first Test, Akram has taken 16 wickets in two games while working steadily back to full speed. His left-handedness, quite apart from his command of swing, gives the Pakistanis a new dimension and, with Waqar sure to be a couple of yards faster than in Birmingham, there will be no safe refuge for England batsmen who were so untroubled a fortnight ago.

Equally as alarming, from an England standpoint, is the comparison with their own bowling. It would be stretching a point to say that any one of the seven in the party is in prime form when, over the past month, they have shared a total of only 62 wickets at more than 40 runs apiece.

In Test match cricket, only Phil DeFreitas has maintained high standards during the last year and, while the first appearance of Ian Salisbury's leg spin and the return of Devon Malcolm's speed at least gives a promise of variety, it offers no guarantees about taking 20 wickets to win the game.

Salisbury was yesterday superseded in the nets by his Sussex coach and mentor, Norman Gifford, and as he took five cheap wickets last time he bowled, albeit in a Sunday game, his confidence should be high.

Whether this also applies to Malcolm is problematical. He has taken only 12 first-class wickets all season, expensively at that, and the suspicion persists that his is a selection by default in the anxious quest for an extreme of pace. The last of his 18 previous Test caps was won exactly a year ago, when his abject loss of rhythm could in part be put down to the unbalancing effect of the Lord's slope. If that should happen again, Malcolm's value as a shock weapon will be muted.

His closest friend in the side is Chris Lewis and it is to be hoped that they have a



Full throttle: Botham left no doubt about his recovery from injury with this delivery in the Lord's nets

beneficial effect on each other's sensitive self-confidence. Lewis bowled without aggression at Edgbaston and needed persuasion to bowl at all in Nottinghamshire's subsequent match.

While England's recent record at headquarters is startlingly poor, that of their captain is stunningly good. Gooch has made six of his 16 Test centuries at Lord's, where he aggregates 1,831 runs at an average of more than 60. With typical understatement, he mumbled yesterday that he rather likes playing here and that the pitch usually favours batting. The way the Pakistan attack is shaping, Gooch has extra reason to hope that this prevails today.

TEST PLAYERS' AVERAGES THIS SEASON

England batting and fielding									
	M	I	NO	Runs	HS	Avg	100	50s	Cs
D R Pringle	5	5	3	214	102	107.00	1	1	1
G A Gooch	5	6	0	485	180	80.83	2	2	9
R C Russell	5	7	2	518	122	77.00	1	1	1
D A Smith	6	7	2	357	127	71.40	2	1	1
A J Stewart	7	11	2	353	180	62.55	2	1	1
J Lamb	6	10	1	436	101	43.60	1	1	1
P A J DeFreitas	6	6	1	225	72	45.00	1	1	1
C C Lewis	5	7	1	288	134	44.66	1	1	1
I T Botham	7	11	0	314	105	38.61	1	1	1
G A Gooch	7	11	0	395	182	35.90	1	1	1
I O K Salisbury	8	7	3	110	42	27.50	0	0	0
D E Malcolm	8	7	3	83	23	10.37	0	0	0
T A Munton	7	7	3	23	9	5.75	0	0	0
Pakistan batting and fielding									
	M	I	NO	Runs	HS	Avg	100	50s	Cs
Salim Malik	6	8	2	324	185	67.33	1	1	1
Javed Miandad	4	5	1	267	133	66.75	1	1	1
Aftab Shah	4	5	1	363	123	65.50	1	1	1
Rameez Raja	4	5	1	276	112	69.00	1	1	1
Imran-ul-Haq	7	11	5	278	61	46.33	1	1	1
Aamer Sohail	7	11	5	256	61	42.66	1	1	1
Shoaib Akhtar	2	3	0	430	124	39.09	1	1	1
Naved Anjum	2	3	0	60	56	30.00	0	0	0
Zahid Fazal	2	3	0	59	39	29.50	0	0	0
Waseem Akram	2	3	0	18	8	6.00	0	0	0
Tanvir Mehmud	1	1	0	21	13	10.50	0	0	0
Rashed Latif	1	1	0	28	16	8.00	0	0	0
Mushtaq Ahmed	1	1	0	8	8	8.00	0	0	0
Moiz Khan	1	1	0	4	4	4.00	0	0	0
Ashid Javed	1	1	0	1	1	1.00	0	0	0
ALSO BATTED: Waqar Younis (3 matches), 19; Saleem Jaffer (3 matches), 11; (10); Aftab Shah (4 matches), 11; (11)									
Bowling									
	O	M	R	W	Avg	BB	5	10	m
T A Munton	24.2	1	70	581	20	29.05	5-44	1	1
D R Pringle	20.1	2	74	21	32	32.21	1-61	1	1
C C Lewis	18.4	2	50	15	33.33	5-74	1	1	1
D A Smith	14.2	3	34	305	11	35.90	3-32	1	1
P A J DeFreitas	15.2	2	58	15	38.66	1-58	1	1	1
I T Botham	14.3	3	41	11	36.00	3-47	1	1	1
D E Malcolm	15.8	2	63	12	52.50	4-71	1	1	1
G A Gooch	11.0	1	71	0	142	1-142	1	1	1
G A Hick	6.1	1	15	1	15.00	1-9	1	1	1
ALSO BOWLED: R A Smith 1.5-0-15-0									
Pakistan batting and fielding									
	O	M	R	W	Avg	BB	5	10	m
Waseem Akram	14.7	4	36	28	14.07	5-43	2	1	1
Mushtaq Ahmed	23.1	6	55	26	21.25	5-46	2	1	1
Tanvir Mehmud	19.0	5	25	11	22.27	3-24	1	1	1
Aftab Shah	12.0	3	39	10	39.00	1-39	1	1	1
Naved Anjum	4.3	1	19	7	27.14	3-73	1	1	1
Aamer Sohail	5.5	1	22	8	27.75	3-69	1	1	1
Shoaib Akhtar	5.5	1	20	4	50.00	1-20	1	1	1
Saleem Jaffer	5.5	1	20	4	50.00	1-20	1	1	1
Ashid Javed	4.5	1	11	2	55.00	2-36	1	1	1
ALSO BOWLED: Salim Malik 1.0-0-9-0; Zahid Fazal 2.0-17-0; Shoaib Akhtar 1.0-0-9-0									

Compiled by Richard Lockwood

Source: TCCS/Bull

Rain has been unkind

ENGLAND v Pakistan at the game's headquarters has been one of the most blighted fixtures in the international calendar (Simon Wilde writes). Of eight matches, five have been affected by bad weather and nine whole days lost.

The rain has been unkind to England than to Pakistan, although in 1954 and 1987 it fell with impartiality in washing out three days. With bet-

ter conditions, England might have won all three fixtures during the 1970s. They won only in 1978, when youngsters named Gooch and Botham helped complete an innings victory despite the loss of the first day.

RESULTS (since 1954): England won 2, Pakistan 1, draws 5. RECORDS (England first): Highest totals: 370 (1954), 436 (1987). Lowest totals: 227 (1982), 87 (1954). Highest innings: 133 T W Graveney (1982), 200 N Gwynne (1954). Best bowling: 6-51 B Botham (1978), 6-52 Muddassar Nazar (1982).

Wright's century closes the gap

BY IVO TENNANT

BRISTOL (second day of three): Gloucestershire, with four first-innings wickets in hand, are 244 runs behind Kent.

WHATEVER Gloucestershire's attributes, scoring runs quickly is not counted among them. Before this match started, they had amassed just seven batting bonus points, and their cricket was no less inert yesterday. In spite of a century by Tony Wright, they require a further 95 runs to avoid following on this morning.

To apportion blame to the groundsmen would be inconsequential. It is, after all, the first match of the season here and this is but one of too many flat pitches around the country. Gloucestershire's task was merely to save the follow-on, one that they set about painstakingly. Hinks took this to extremes, making 50 in 53 overs, and Hodgson made the bulk of a 44-run opening partnership before he was taken at first slip off Ealham.

with an ease that no one else achieved all day. For him, it did not seem to matter that the ball was not coming on to the bat. Two straight sixes off Davis were lovely pieces of timing.

Davis was left to rue that he had not held Wright, when on 16, off Ellison. No further chances were given until Wright went to the last ball of the day, taken at the wicket off Hooper. It was his first century of the season and included 11 fours and two sixes.

Should Kent make the kind of breakthrough this morning that they achieved in accounting for Gloucestershire's middle order, there might yet be a decent last day. They have, though, left themselves with much to do through choosing to bat on yesterday morning. They are blessed with a fine limited-overs attack but not one suited to bowling out a side twice on such a pitch. All credit, then, to Babington for finishing the Kent innings with eight for 107, the best figures of his career.

Lloyd's sacrifice to open up match

BY JACK BAILEY

COVENTRY (second day of three): Middlesex, with eight second-innings wickets in hand, are 230 runs ahead of Warwickshire.

MOVE and counter-move seem likely to be leading to a longish run-chase for Warwickshire. Batsmen flourished on a pitch baked by the sun. Warwickshire's Andy Lloyd made 84 before declaring. 58 runs behind with only three wickets down.

Moles indulged his regular habit of making 50 or more and Ostler fell just short when putting on 135 with Lloyd in 27 overs.

Middlesex were quick to pick up the gauntlet. Warwickshire were no slouches, but Haynes and Gatting, in a stand of 97 from 21 overs, had set the scene for a full-scale launch today. Bowlers on both sides persisted, there were no cheap runs, but even Twoes, architect of Middlesex's first innings downfall, could not do it again.

By his declaration, Lloyd deprived himself of the opportunity of making a hundred for the first time in two years. Certainly, his decision threw the game wide open.

During the morning, Moles and Ratcliffe quietly set about subduing an attack which menaced rarely. They added 95 before Ratcliffe pushed ahead of bat and was adjudged not to have played a realistic stroke at a ball that nipped back.

Moles followed Ratcliffe nine runs later, but Ostler,

classically correct, and Lloyd, tinged with unorthodoxy, but equally effective, peppered the boundaries. Only Emburey and Carr could restrain them for long, and an adroit piece of stumping off Emburey saw Ostler on his way shortly before the declaration.

For Middlesex, Haynes's 72 came inside two hours, with ten fours. Gatting, ten fours and a six in 90 balls, punched his way to the same score but remains undefeated.

YESTERDAY'S SCOREBOARDS

Britannic Assurance county championship

Leics v Hampshire

LEICESTER (second day of three): Hampshire, with seven first-innings wickets in hand, are 188 runs behind Leicestershire.

LEICESTERSHIRE: First Innings
T J Breen c Parks b Shine 3
N E Briers b Marshall 53
J D Walliker b Aylmer 51
B P Smith lbw b Marshall 16
J D R Benson c Parks b Shine 12
L Potter c Cornhill b Shine 10
T A Nixon not out 107
K A Bannister c James b Aylmer 4
J P Pearson not out 20
Extras (b 5, lb 27, nb 9) 41
Total (7 wickets dec) 450
Score after 100 overs: 383-8
A D Mallett and D J Miles did not bat
FALL OF WICKETS: 1-20, 2-50, 3-74, 4-101, 5-199, 6-271, 7-300
BOWLING: Marshall 23.0-48-2, Cornhill 28.4-88-0, Shine 16.0-74-3, Udal 35.0-137-0, Aylmer 15.1-57-2, James 24.0-13-0
Hampshire: First Innings
T C Middleton c Nixon b Bannister 18
V P Terry st Nixon b Potter 28
M D James b Mallett 57
D J Gower not out 54
M C J Nicholas not out 37
Extras (b 11, lb 3, w 1, nb 2) 17
Total (3 wickets) 282
Score after 100 overs: 282-3
J R Aylmer, S D Udal, C A Connor, R J Parks, M D Marshall and K J Shine to bat
FALL OF WICKETS: 1-57, 2-187, 3-195
Bonus points: Leicestershire 5, Hampshire 5
Umpires: J D Bond and B J Meyer

Warwick v Middlesex

COVENTRY (second day of three): Middlesex, with eight second-innings wickets in hand, are 230 runs ahead of Warwickshire.

MIDDLESEX: First Innings 304 (M W Gatting 117, D L Haynes 87, R G Twiss 6 for 63)
Second Innings
D L Haynes c Ratcliffe b Booth 72
M W Gatting not out 72
M R Ramprakash not out 3
Extras (b 3, lb 11, nb 1) 17
Total (2 wickets) 177
FALL OF WICKETS: 1-47, 2-144
Warwickshire: First Innings
A J Miles lbw b Taylor 55
J D Ratcliffe lbw b Carr 36
T A Lloyd not out 84
D P Ostler c Bannister b Emburey 49
D A Reeve not out 40
Extras (b 4, lb 12, nb 4) 20
Total (3 wickets dec, 77-5 overs) 251
R G Twiss, P A Booth, P A Smith, P J Piper, G C Small and A A Donald did not bat
FALL OF WICKETS: 1-95, 2-103, 3-228
BOWLING: Williams 16.1-49-0, Taylor 20.5-72-1, Emburey 13.4-29-1, Foster 16.5-20-0, Carr 12.7-17-1
Bonus points: Warwickshire 7, Middlesex 4
Umpires: J C Balderson and V A Holder

Yorks v Essex

HEADINGLEY (second day of three): Yorkshire, with seven second-innings wickets in hand, are 127 runs behind Essex.

ESSEX: First Innings 223 (M A Robinson 5 for 40)
Second Innings
P J Sheehan c Byles b Robinson 1
J P Stanger c Robinson b Gough 0
N V Knight not out 6
M Hussain c Bailey b Robinson 0
P M Such not out 1
Extras (w 1, lb 2) 3
Total (3 wickets) 11
FALL OF WICKETS: 1-3, 2-3, 3-4
Yorkshire: First Innings
M D Mason c Knight b Foster 22
G D Lloyd c Pritchard b Andrew 2
D Byles lbw b Childs 55
R J Haden not out 32
R J Macleay c Carr b Ambrose 14
S R Tendulkar lbw b Stephenson 50
G R Hughes c Hussain b Stephenson 32
S White lbw b Childs 19
P J Hartley c Such b Waugh 8
S D Fletcher c Allford b Cairns 1
M A Robinson not out 1
Extras (b 5, lb 1) 8
Total (5 wickets dec) 289-8
FALL OF WICKETS: 1-16, 2-34, 3-35, 4-134, 5-208, 6-218, 7-251, 8-282, 9-354
BOWLING: Foster 13.4-34-2, Ikin 19.4-7-2, Andrew 22.5-9-1, Childs 26.11-3-2, Such 9.2-31-0, Stephenson 19.5-41-2
Bonus points: Yorkshire 7, Essex 5
Umpires: J H Harris and M J Kitchen

Notts v Lancs

PRENT BRIDGE (second day of three): Nottinghamshire, with seven second-innings wickets in hand, are 82 runs ahead of Lancashire.

NOTTINGHAMSHIRE: First Innings 198
Second Innings
B Broad c and b Martin 1
P R Pollard not out 36
A T Robinson c Fowler b Martin 24
D W Randall not out 32
Extras (b 3, lb 4, nb 4) 11
Total (3 wickets) 155
FALL OF WICKETS: 1-5, 2-46, 3-101
Lancashire: First Innings
G Fowler c sub b Cairns 6
M A Alington c Randall b Pook 24
J J Speck c Pollard b Allford 23
T J Stanworth c Franchi b Cairns 21
S P Tildred c Crayley b Cairns 29
D P Martin c Franchi b Cairns 80
D K Morrison lbw b Allford 30
S D Fletcher c Allford b Cairns 23
A A Barnett not out 1
Extras (b 9, lb 20, w 2, nb 9) 40
Total (3 wickets dec) 282
Score after 100 overs: 282-8
FALL OF WICKETS: 1-26, 2-73, 3-75, 4-78, 5-117, 6-128, 7-172, 8-243, 9-291
BOWLING: Cairns 31.4-117-0, Pook 28.6-64-2, Crayley 24.5-64-0, Allford 24.9-45-2
Bonus points: Nottinghamshire 4, Lancashire 7
Umpires: J W Holder and R Palmer

Somerset v Northants

BATH (second day of three): Gloucestershire, with seven second-innings wickets in hand, are 209 runs ahead of Somerset.

GLoucestershire: First Innings 307
Second Innings
A Farnham lbw b Caddick 71
M A Falloon not out 54
R J Macleay c Carr b Ambrose 14
D J Capel not out 6
Extras (b 4, lb 3) 7
Total (2 wickets) 152
FALL OF WICKETS: 1-25, 2-145
Somerset: First Innings
A H Hurrell c Farnham b Cook 21
M Lathwell lbw b Roberts 86
R J Haden not out 32
R J Macleay c Carr b Ambrose 14
D J Capel not out 6
Extras (b 4, lb 3) 7
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